# Disclosure Form (Attached to the OIC Commissioner Order No.47/2561) Information Disclosure of Life Insurance Companies B.E. 2561

## Part 1: To certify correctness of disclosure

The Company has reviewed the information disclosure with caution and certifies that it is complete, true and not misleading or lack of significant information. The Company certifies the correctness of all information disclosure.

Signature
Name Tan Hak Leh
Position Chief Executive Officer
Date31MonthOctoberYear2018
Information for the Year2017



# 1.1 COMPANY PROFILE

# 1.2 COMPANY POLICIES, OBJECTIVES AND STRATEGIES

# 1.3 NATURE OF BUSINESS

AlA was established in Thailand since 1938. Throughout 8 decades of our business operation, we have helped millions of Thai people to build a financial plan and provided a full range of protection products to meet the needs of customers at every stage of life. We have operated the business under the customer-centric strategy and we are committed to continuously develop the innovative products and service in order to meet the changing needs of our customers, as well as to help Thai people live healthier, longer, better lives.

AIA has provided protection coverage and long-term savings to both individuals and businesses through a wide variety of products and services, including life insurance, personal accident, health insurance, group insurance and long-term savings as well as credit life insurance and provident fund management services. Currently, approximately 1 out every 3 life insurance policies in Thailand is written by AIA<sup>1</sup>. With more than 60,000 agents nationwide, we service over 5.5 million customers with over 8.4 million in-force policies. Leading the life insurance industry, AIA pioneers iPOS+ and AIA iService applications for sales and customer support to ensure prompt and first-rate service standards. Besides, AIA achieves the highest number of unit linked sales1 and IC-licensed agents<sup>2</sup>.

Apart from the business, giving back to society is also our focus. We aim to make a real difference to our community as well as improve their quality of life through a number of corporate social responsibility initiatives, for instance AIA Sharing A Life Day, AIA School Building, AIA School Library, AIA Operation Smile, AIA New Legs New Life, and so on. These CSR initiatives are a reflection of AIA's long-standing commitment, which places its focus to help Thai people live healthier, longer and better lives.

- 1. Data from TLAA Annual Report 2016
- 2. Statistics of active investment analysts, from website of The Securities and Exchange Commission, last updated 20 February 2018



## Trust in AIA

Vision To be the pre-eminent life insurance provider in Asia Pacific

Purpose To play a leadership role in driving economic and social development

across the region

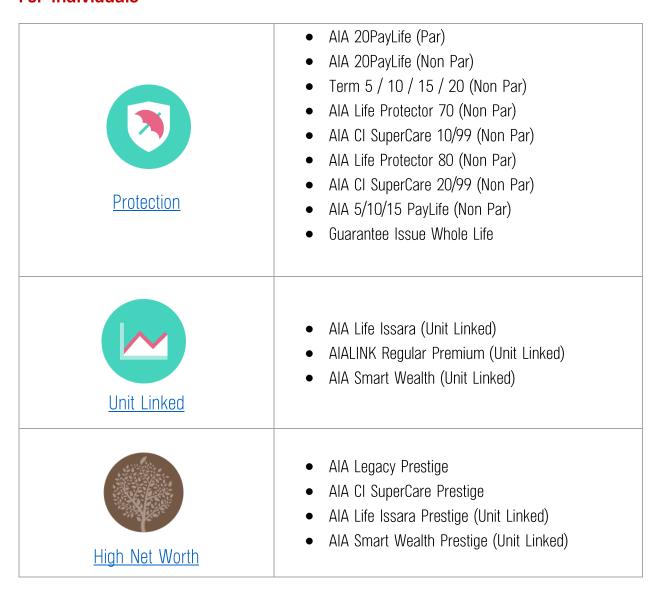
Operating's Philosophy Doing the right thing

In the right way

With the **right people**And the **results** will come

# 1.4 OUR PRODUCTS

## For Individuals

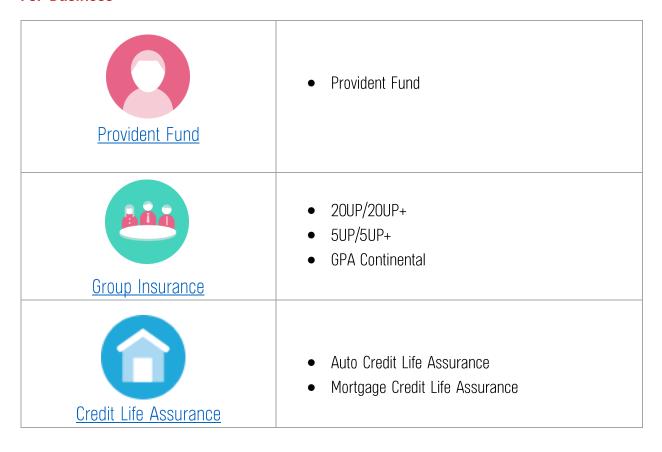




<u>Savings</u>	<ul><li>AIA 15Pay30 (Par)</li><li>8Pay20 Special (Par)</li><li>AIA 15Pay25 (Par)</li></ul>
Critical Illnesses	<ul> <li>ECIR</li> <li>AIA Health Cancer</li> <li>Lady Care</li> <li>Lady Care Plus</li> <li>AIA Health Cancer UDR</li> <li>AIA CI UDR</li> <li>AIA PB CI</li> <li>AIA CI Plus Gold</li> <li>AIA CI Plus</li> <li>AIA CI Plus UDR</li> </ul>
Medical Medical	<ul> <li>AIA H&amp;S Plus Gold</li> <li>AIA HB Plus Gold</li> <li>HB</li> <li>H&amp;S</li> <li>H&amp;S UDR</li> <li>AIA H&amp;S Extra</li> <li>AIA HB Extra UDR</li> <li>AIA HB Extra</li> <li>AIA H&amp;S Extra</li> </ul>
Accident	<ul><li>AI/RCC</li><li>ADB/RCC</li><li>ADD/RCC</li></ul>
<u>Annuity</u>	<ul> <li>AIA Annuity Smart @60</li> <li>AIA Annuity 60/85</li> <li>AIA Annuity FIX</li> </ul>

AlA Vitality Protection	MICR0222      AlA Vitality Protection
	<ul><li>MICR0200</li><li>MICR0100</li><li>MICR0333</li></ul>
Personal Accident	<ul><li>MICR0500</li><li>MICR0300</li></ul>
	<ul><li>AIAPA4000</li><li>MICR01000</li></ul>
	<ul><li>AIAPA4900</li></ul>
	<ul> <li>AIAPA2500</li> </ul>

## **For Business**





#### For SMEs

- AIA 20PayLife (Par)
- AIA 10For80 (Par)
- AIA 15Pay30 (Par)
- AIA Annuity FIX
- AIA Annuity 60/85
- AIA Annuity Smart @60

## For Government Pension Fund (GPF)

• AIA 20PayLife (Par)

## Table: Proportion of premium written from each insurance category for 2017

Unit: Million Baht

	<b>O</b> rd	linary				Personal			
Description	Whole Life	Endowment	Term	0thers	Total	Industrial	Accident	Group	Total
Direct premium written	21,076	47,683	168	38,402	107,329	-	3,705	10,303	121,337
Proportion of premium written	17.37	39.30	0.14	31.65	88.46	-	3.05	8.49	100.00

# 1.5.1 HEALTH CLAIM MAKING

#### **HOW TO MAKE HEALTH CLAIM**

Health claim can be made through two channels as follows: -

- Cashless Claim at any of AIA Health Care or AIA Care Card network hospitals
- · Self-submission of claim forms and related documents for the reimbursement at

#### AIA CUSTOMER SERVICE CENTER

2/F, AIA Tower, 181 Surawongse Road, Bangrak, Bangkok 10500 During Monday to Friday, from 8.00 to 17.00 hrs

Please check the accuracy and completeness of information and documents to ensure the timely claim settlement.

Please see details of health claim submission in 'Claim forms' submenu under 'Download forms' menu, or contact AIA Call Center 1581 (24 hours service) for more information.

#### LIST OF FCS & OPD CREDIT'S NETWORK HOSPITALS AND CLINICS FOR CORPORATE SOLUTIONS POLICIES

Download File (EN)

#### CASHLESS CLAIM THROUGH AIA CARE CARD

Special cashless claim service at any AIA Care Card network hospitals for Personal Accident plan customers' treatments due to accident.

#### CASHLESS CLAIM THROUGH AIA HEALTH CARE

Special cashless claim service at any AIA Health Care network hospitals for Health plan customers' hospitalization treatments, per policy's coverage.



#### CASHLESS CLAIM THROUGH AIA CARE CARD

AIA Care Card is the privilege card to access to special cashless claim service, for the treatments due to accident, per policy's coverage.

#### HOW TO MAKE CASHLESS CLAIM THROUGH AIA CARE CARD

- Ensure that hospital or clinic is in AIA Care Card network
- Present AIA Card Card with National ID card (or other ID card with photo issued by the government), to hospital's staff
- · Hospital will check eligibility with AIA
- Hospital will submit medical record and cost to AIA during the discharge process
- AIA will review the claim request, and inform claim result back to hospital.

#### LIST OF HOSPITALS AND CLINICS IN AIA CARE CARD NETWORK

Download File (EN)

#### NOTE:

- 1. This privilege is eligible only for customers who hold AIA Care Card issued by AIA, not for all Personal Accident plan customers.
- 2. The treatment must be due to accidents, per the condition and exclusion in Personal Accident's policy.
- 3. Available only at hospitals and clinics in AIA Care Card network, effective on the admission for treatment date.

#### CASHLESS CLAIM THROUGH AIA HEALTH CARE

**AIA Health Care** is a special cashless claim service at any AIA Health Care network hospitals for Health plan customers' hospitalization treatments, per policy's coverage.

AIA Health Care offers the cashless claim service for the policy starting with "T" or "U" with the coverage per the attached H&S (Hospital & Surgical) rider. Hospital will submit claim request to AIA. This service is available 8.00 – 20.00 hrs on the operating day, and 8.30 – 20.00 hrs on the weekend and holidays.

#### HOW TO MAKE CASHLESS CLAIM THROUGH AIA HEALTH CARE

Please inform the intention to use AIA Health Care service to the hospital in AIA Health Care network

- 1. Present National ID card (or other ID card with photo issued by the government), to hospital's staff
- 2. Medical diagnosis deemed medically necessary for IPD admission
- 3. Hospital will check eligibility with AIA
- 4. Hospital will submit medical record and cost to AIA during the discharge process
- 5. AIA will review the claim request, and inform claim result back to hospital
  - In case AIA allows to use AIA Health Care service, customer will be responsible for the expense exceeding policy's coverage.
  - The coverage from other benefits (e.g., Hospital Benefits (HB), Daily compensation from cancer (CR), Compensation from
    accident (AI, HU, HI, WI, WC)) will be processed at AIA. The compensation will be sent directly to the insured at the address
    provided to AIA. However, customer can submit claim request of other benefits requiring additional documents for claim
    process, for example, the Critical Illness benefit or the disability benefit to AIA directly or through agents.
  - In case AIA do not allow to use AIA Health Care service, customer can submit claim request with the claim form and original receipt to AIA as per normal process.

#### LIST OF HOSPITALS AND CLINICS IN AIA HEALTH CARE NETWORK

Download File (EN)

#### CONDITIONS OF AIA HEALTH CARE SERVICE

- 1. The policy with H&S (Hospital & Surgical) rider must be effective at least 3 months from the rider initial date or reinstatement date
- 2. AIA will assess claim, upon the request and documents received from hospital, according to the policy's terms and conditions
- 3. AIA Health Care service will be effective only for the sickness or injured that medical diagnosis deemed medically necessary for IPD admission
- 4. Available only at hospitals and clinics in AIA Health Care network
- 5. AIA Health Care service will not be admitted the following cases (customer please submit claim request with the claim form and original receipt to AIA as per normal process).
  - The sickness of critical illness or chronic while the rider has been effective less than 2 years
  - The sickness of pre-existing condition or of the exception in the H&S (Hospital & Surgical) rider
  - The hospitalization during the waiver period and the Automatic Premium Loan not allowed
  - The hospitalization for medical check-up, rehabilitation or physical therapy
  - Unclear medical record and uncontactable to receive further medical record history from hospitals
  - In case AIA needs to collect further information or consult with the specialist to provide accurate and fair claim assessment.

NOTE: Terms and conditions of coverage will be specified in the policy issued to the policyholder, and conditions as determined by AIA.

## LIFE CLAIMS

How to claim benefits for death or disability?

- In the case of permanent disability, a claim can be submitted after having obtained medical opinions for no less than 180 days. The claim form must be accompanied by all relevant medical records and x-ray films (if applicable). Once all documents have been received, the decision will be made within 2 weeks. The form can be downloaded HERE.
- In the case of death, the form can be downloaded <u>HERE</u>. Choose claim benefit form → No. 2 Claim form for death benefits (all the necessary forms can be found therein).

When must a claim be filed after hospitalization, involving in an accident, or death?

• The claim must be filed within 14 days after death, sickness or accident. However, if an entitled family member is not aware that the deceased has insurance benefits, the claim can be made within 7 days after he or she becomes aware of the death benefit.

In the event of sickness during the waiting period, can a claim be made?

- A claim for benefits cannot be made during the waiting period.
- The waiting period differs depending on the details stated in each individual policy.
- In the case of accident and loss of life, the waiting period does not apply.

What is the time line for decision making once the insured, the beneficiary or entitled person submits a claim for benefits together with all relevant documents?

- The company will make a decision within 15 days after the claim has been filed together with all the necessary documents.
- However, the company reserves the rights to extend the period, depending on each specific circumstance.
   The insured or beneficiary will be informed of this extension, and is asked to cooperate with the company in case of further investigation.
- The company will pay the interest of 15 per cent per annum, if the claims payment is made later than the specified time period or the extended period.



#### **Document for Living Claims**

Document or evidence	Hospital expense and Surgical Benefit	Hospitaliza tion Benefit	Accidental Indemnity Benefit (1)	Broken Bone from accident Benefit	Dismemberme nt Benefit (2)	Cancer or Critical Illness Benefit (3)	Total Disability Benefit
1.Claim form	,				,		,
- For insured - For Doctor	<b>V</b>	<b>√</b>	<b>~</b>	<b>~</b>	<b>√</b>	<b>√</b>	<b>√</b>
2. <u>Original</u> receipt and medical expense statement	✓	-	-	-	-	-	-
3.Copy of receipt and/or medical expense statement	-	✓	✓	-	-	-	-
4.Medical Record	*	*	*	*	*	*	*
5.Result of cell, Blood or bone marrow examination by medical pathophysiology or hematologic physician	-	-	-	-	-	<b>√</b>	-
6.Surgical report	-	-	*	-	-	*	-
7.Film X-rays, CT and MRI with result	-	-	*	*	*	*	*
8.Vaccination /Serum record	=	-	*	-	=	-	=
9.Eye examination and physical examination by Doctor	-	-	*	*	*	*	*
10.Current photo	-	-	*	*	*	-	*
11.Copy of daily police report	-	-	*	-	*	-	-
12.Result of blood test and other special examination	-	-	-	-	-	*	-

Note:

- $\checkmark \quad \text{Required for consideration}$
- ★ To be used in some cases
- Not necessary

Example Additional document for claims consideration, may be case by case

#### (1) Accidental Indemnity Benefit

In case of	Submit with
An inpatient	Copy of receipt
Surgery	Surgical report
Fracture, broken bone or dislocate	Film X-rays, CT, MRI with result
Injury from assault	Copy of daily police report

#### (2) Dismemberment Benefit

(=)	
In case of	Submit with
The lost organ is the eye	Eye examination Report with current photo
The lost organs are the hands, feet, arms or legs	Film X-rays with current photo

#### (3) Cancer or Critical Illness Benefit

In case of	Submit with
Cancer	Result of cell, Blood or bone marrow examination by medical pathology or hematologic
	physician
	If there is no checking while living please submit autopsy report with Death Claims
Cirrhosis	Medical record and the pathological report by medical pathophysiology.
Stroke	Medical record and the result of brain CT, MRI
Coronary artery disease	Medical record and the result of Coronary Angiogram
Coronary Artery By-Pass Surgery	Medical record and the surgical report
First Heart attack	Medical record, the result of Cardiac Enzyme and ECG
Fulminant Viral Hepatitis	Medical record, the result of Liver function test and Ultrasound - abdomen
End staged kidney Failure	Medical record, the result of Renal function test and Ultrasound - abdomen
Major Organ Transplant	Medical record and the surgical report
Emphysema	Medical record and the result of Lung function test
Muscular Dystrophy	Medical record and the result of EMG
Multiple Sclerosis	Medical record and the result of Cerebrospinal fluid
Poliomyelitis	Medical record and the result of Cerebrospinal fluid

	Document Required for All type of Death Claims of the Insured / Payor							
	Document / Evidence	Natural Death	Unnatural Death	Remark				
1.	Copy of death certificate of the deceased	✓	✓					
2.	Copy of house registration of the deceased with stamp "DEATH"	✓	✓					
3.	Copy of Identity card of the deceased	✓	✓					
4.	Copy of house registration and Identity card of all beneficiary	✓	<b>√</b>	In case that the beneficiary is Estate, do submit all document related to Administrator				
5.	Policy or Certificate of Insurance	✓	✓	In case of lost, do submit police report				
6.	Claim form (pink form) signed by all beneficiary	<b>√</b>	<b>√</b>	<ul> <li>In case the beneficiary is juvenile, parent or guardian is required to co-sign as well.</li> <li>In case the beneficiary is Corporate or Employer, authorized person with corporate stamp and Certificate of the Ministry of Commerce are required.</li> </ul>				
7.	Agent's report	✓	✓					
8.	Employee's Certificate with date of commence, position, current salary from HR, signed and stamped by authorized person (WAIVED in case of Government sector)	<b>✓</b>	<b>√</b>	For Corporate Solution Group				
9.	Proof of work: last month of time stamp card, last month of pay slip certified true copy by Human Resource	<b>√</b>	<b>√</b>	For Corporate Solution Group				
10.	Copy of police report certified true copy by commissioned officer	_	✓	For unnatural death				
11.	Copy of autopsy report or post mortem certified true copy by commissioned officer or doctor	-	<b>√</b>	For unnatural death				
12.	Student's certificate with institute's stamp	_	✓	For Group accident claim				
13.	Physician's statement (blue form)	<b>√</b>	*	Dead from Illness or dead at home, death notice is acceptable				
14.	Copy of Proof of name change of the Insured /Payor or beneficiary	*	*	In case name is different as indicated in the policy.				
15.	Copy of Marriage certificate of the Insured / Payor or beneficiary	*	*					
16.	News or photo of the accident (if any)	*	*					
17.	Copy of court order for juvenile's guardian appointment certified true copy by court officer	*	*					
	Copy of court order for insured's administrator appointment certified true copy by court officer	*	*	<ul> <li>In case of ONE or more than one beneficiary is dead before or in the same time of the insured, and the change of the beneficiary hasn't been done yet, EXCEPT the policy issued before September 1, 2000, death benefit shall be paid to the still living beneficiary (PA excluded).</li> <li>In case the insured is murdered by ONE or ALL beneficiary</li> <li>In case there is living benefit approved after death and the amount exceeds 200,000 THB.</li> </ul>				
19.	Copy of court order of the beneficiary's administrator certified true copy by court officer.	*	*	In case the beneficiary died after the insured.				
20.	Copy of court order to be missing person certified true copy by court officer.	*	*	In case the insured or the beneficiary is missing without knowing that if he/she is still alive.				
21.	Form of change of beneficiary	*	*	In case the payor is dead.				

#### หมายเหตุ:

- ✓ Required for assessment
- \* To be used in some cases
- \_ Not necessary

For the document of 1-4, 14-15

- In case of juvenile insured or beneficiary, birth certificate can be used as identity card.
- All document of the insured must be certified true copy by ONE of the beneficiaries.
- All document of the payor must be certified true copy by the insured.
- All document of the beneficiary must be certified true copy by each respective beneficiary. In case of juvenile beneficiary, document must be certified true copy by parent or guardian or closed relative of such junior attached with the copy of house registration and identity card of the above co-signed individual.

#### Notes

- Natural Death means death from Illness.
- Unnatural Death means commit suicide, assault by human or animal, accidental death or death from unknown cause.
- Death benefit shall be sent through writing agent. If the agent wishes to receive death benefit through servicing agent, consent from writing agent is required.
- If the beneficiary (indicated in the life or accident policy) is dead or bankrupted before the insured. Change of the beneficiary is preferably recommended.

# 1.5.2 COMPLAINT PROCESS AND CHANNEL

# Help & Support



#### **AIA Company**



AIA Tower, Surawong Road., Suriyawong, Bang Rak, Bangkok 10500

Hotline: +662 634 8888 Fax.: +662 783 4818

Service Hours: Mon - Fri (8:00 am - 5.00 pm)



#### AIA Call Center 1581

24-hour Call Center Service



#### **Customer Service Centre**

2/F, AIA Tower, Surawong Road., Suriyawong, Bang Rak, Bangkok 10500 Service Hours: Mon - Fri (8:00 am - 5.00 pm)



#### Inquire information for AIA Link

AIA Call Center: 1581

E-mail: th.investmentlink@aia.com





## Inquire Information or Give Suggestion

Please Link

## **Complaint Policy**

"Customer service issues and complaints have always been a matter of great interest for AIA Thailand and AIA Group. To enhance the effectiveness of the complaint resolution process, the Company has invested in developing our People, Process and Tools to ensure that complaints will be resolved uniformly, transparently, and equitably under strict adherence to OIC regulations.

To further cater to the convenience of our customers, AIA has established multiple contact points to service the increasingly diverse sources of complaints such as complaints by walk-ins, through the regulators, in writing or online correspondence, by phone and through social media. Each contact point is staffed by designated complaint resolution personnel, and if the complaint is complex, then it will be specifically managed and resolved by specialized unit, the Customer Care Center."

# 2.1 CORPORATE GOVERNANCE

# 2.4 SUB-COMMITTEE MEMBERS

#### Introduction

AIA Company Limited Thailand Branch ("AIA Thailand") is a branch office of AIA Company Limited ("AIA"), which is incorporated in Hong Kong. AIA's ultimate holding company is AIA Group Limited ("AIA Group"), a company incorporated in Hong Kong and listed on the Stock Exchange of Hong Kong Limited. The Board of Directors of AIA ("the Board"), has delegated the general operations of AIA Thailand to the AIA Thailand CEO ("CEO").

#### **AIA Thailand Executive Committee**

The AIA Thailand Executive Committee (the "EXCO") is established and authorized by the CEO. The EXCO provides direction and oversight on the governance and management of several aspects of AIA Thailand. This includes operations, performance management, developing business plans and strategies, ensuring the achievement of said business plans and compliance with applicable legislations, regulations and statutory standards. In addition, the EXCO reviews overall business planning and performance as well as the delivery of each of the departmental objectives and targets. The EXCO also supervises the execution of AIA Thailand's strategies and ensures appropriate business continuity preparation with policies and strategies in place so that critical business functions can continue to operate as usual in the event of any incident. Furthermore, the EXCO oversees internal controls and accountability arrangements, financial integrity, the adequacy and effectiveness of risk management, compliance, and internal control policies and procedures.



The EXCO has set up the following Management Committees to efficiently carry out its responsibilities.

a) Investment Committee ("IC")

The IC provides oversight on the management, performance and governance of AIA Thailand's investment portfolios.

#### The members of IC are:

- 1. Tan Hak Leh (Chief Executive Officer)
- 2. Sukkawat Prasurtying (Chief Investment Officer)
- 3. Hiew Tet Chian (Chief Financial Officer)
- 4. Loo Boon Teik (Chief Risk Officer)
- 5. Johann Dutoit (Chief Actuary)

#### b) Pension Investment Committee ("Pension IC")

The Pension IC reviews the investment policies of the pension business and monitors the allocation and performance of funds.

#### The members of Pension IC are:

- 1. Sukkawat Prasurtying (Chief Investment Officer)
- 2. Pardung Songatigamas (Fund Manager from Life Fund)
- 3. Chalit Masoodi (Fund Manager from Life Fund)
- 4. Wipada Jirapanich (Fund Manager from Life Fund)
- 5. Thanyavit Uyangkul (Credit Manager from Life Fund)
- 6. Vilasinee Limprana (Head of Pension Business)
- 7. Aunhong Lim (Fund Manager from Pension Business)
- 8. Dudpong Wongsasitorn (Fund Manager from Pension Business)
- 9. Titti Tungpanitansook (Head of Enterprise Risk Management)

#### c) Operational Risk Committee ("ORC")

The ORC provides oversight on non-financial risk management activities within AIA Thailand in order to ensure operational risk management policies and programmes are in place and are appropriately and consistently followed.

#### The members of ORC are:

- 1. Hiew Tet Chian (Chief Financial Officer)
- 2. Loo Boon Teik (Chief Risk Officer)

- 3. Kris Chantanotoke (Chief Agency Officer)
- 4. Aekkarat Thitimon (Chief Marketing Officer)
- 5. Alisa Srimaroj (Chief Life Officer)
- 6. Kitti Manakongtreecheep (Chief Technology Officer)
- 7. Julie Van Nuffel (General Counsel & Business Development)

#### d) Financial Risk Committee ("FRC")

The FRC provides oversight and reviews financial and insurance risks for AIA Thailand. These include assessing market and insurance risks, AIA Thailand balance sheets, liquidity and capital position. The FRC also ensures that appropriate financial risk policies are in place.

The members of FRC are:

- 1. Tan Hak Leh (Chief Executive Officer)
- 2. Hiew Tet Chian (Chief Financial Officer)
- 3. Loo Boon Teik (Chief Risk Officer)
- 4. Sukkawat Prasurtying (Chief Investment Officer)
- 5. Johann Dutoit (Chief Actuary)

#### The Audit Committee

The Board has established the AIA Company Audit Committee ("Audit Committee") to review and monitor the Audited Financial Statements, reports from Group Internal Audit, report on litigation updates and other matters escalated to the chairman of AIA Group Audit Committee.

Within the context of AIA Group's control framework, the Internal Audit function is an independent risk assessment function and responsible for providing assurance on risk management, governance and internal control systems to the Board. The Audit Committee ensures that the Internal Audit function has adequate follow-up processes in place to make sure that recommendations raised in internal audit reports are dealt with in a timely manner.

The Audit Committee normally meets privately with the external auditor and AIA Group Internal Audit without management being present at least twice a year.

The members of Audit Committee are:

- 1. Ricky Fung (Independent Non-Executive Director)
- 2. Dominic Leung (Independent Non-Executive Director)
- 3. Garth Jones (Executive Director and Group Chief Financial Officer)

### **Financial Oversight Committee**

The Financial Oversight Committee ("FOC") is established by the Board and authorized by the Audit Committee to provide an independent review of the effectiveness of the financial reporting process and the internal control system. The duties of the FOC include review of financial information, oversight of company financial reporting system and internal control procedures, and management of external auditor relationship.

The members of FOC are:

- 1. Garth Jones (Group Chief Financial Officer)
- 2. Richard Sumner (Head of Group Tax)
- 3. Manoj Ramachandra (Group Senior Regional Counsel)

#### Risk & Compliance and Internal Audit

AIA Thailand maintains a robust risk management and compliance framework which includes an independent system of checks and balances to provide assurance that risks are identified, assessed, analyzed, prioritized, managed and governed properly. The framework clearly defines the respective roles and responsibilities of the EXCO, the Risk & Compliance functions and the Internal Audit function. Risk & Compliance and Internal Audit functionally report to AIA Group Risk & Compliance and AIA Group Internal Audit respectively. Both functions administratively report to CEO.

## **Whistle Blower Protection Policy**

AlA Thailand maintains a comprehensive Whistleblower Program, which is designed to handle reports of misconduct and inappropriate behavior. Employees who are aware of possible wrongdoing within AlA have a responsibility to disclose that information to management. Reports are taken seriously and investigated confidentially. Employees or other individuals will not suffer retaliation for reporting any suspected wrongdoing in good faith.

## **Anti-Corruption Policy**

During the course of business, employees and other persons representing AIA Thailand are prohibited from offering, paying, promising or authorizing (directly or indirectly) any bribe, kickback or other payment or benefit with corrupt intent or in violation of relevant anti-corruption laws.

## **Anti-Fraud Policy**

AlA Thailand adopts a zero-tolerance approach towards fraud and expects all employees, insurance intermediaries and third parties to act with honesty and integrity. All suspected cases of fraud will be investigated and disciplinary procedures enforced, including prosecution and termination.

# 2.2 THE COMPANY STRUCTURE



# 2.3 BOARD AND MANAGEMENT STRUCTURE

## **Board and Management**



Tan Hak Leh
Chief Executive Officer

Responsible for the successful leadership and management of the AIA Thailand to fulfil AIA Group's vision of being a pre-eminent life insurance provider in Asia Pacific and its purpose of driving social and economic development across the region.



Hiew Tet Chian Chief Financial Officer

Responsible for overseeing financial strategies as well as strategic business plans and projects of the company for future business growth. This includes financial reporting, business analysis, and budgeting. Providing consultative support to planning initiatives through financial and management information analyses and recommendation. In addition, managing Actuarial, Real Estate, Distribution Administration & Management Information, and Project Management Office to support the business.



Sukkawat Prasurtying Chief Investment Officer

Responsible for formulating and recommending the overall investment plan and asset allocation strategy and implementation of the asset allocation and yield enhancement strategies to maximize investment portfolio with proper risk management to support insurance products & asset liability management.





Loo Boon Teik Chief Risk Officer

Responsible for the development of relevant risk and compliance framework, policies and procedures and overseeing the implementation of an effective risk assessment and compliance program. Engaging with key business stakeholders to ensure key regulatory, ethical, financial and operation risks (including emerging risks) are identified and properly managed, and ensure compliance with all regulatory requirements.



Julie Van Nuffel
Business Development and
General Counsel

Responsible for providing advice to the legal team to ensure its performances meet the budget and expectation of the management (but excluding providing any legal advice, legal services or litigation work with respect to Thai law) to support the business, including products, case management and all other matters which has a company- wide impact including the formulation of corporate strategic plan and evaluation of new ventures, acquisitions, mergers, divestments and major investment proposals.



Prakitti Boonyakiat General Manager

Responsible for strategically driving agency distribution business to grow sustainable business. Overseeing and analyzing the production situation, agency performance & market movement. Leading CAO and CAMO to drive the implementation of sound and effective distribution aligned with AIA Thailand's strategic direction.



Kris Chantanotoke Chief Agency Officer

Responsible for driving the sustainable growth of the agency business and developing short- term and long- term business objectives and targets. Driving agency transformation and enhancing agency force's engagement through enhanced service levels and ongoing sales initiatives. Managing, Coaching, and supporting Agency Distribution Management on production management and another field management.



Aekkarat Thitimon
Chief Marketing Officer

Responsible for overseeing the planning, development and execution of an organization's product strategy, marketing, branding and advertising initiatives. The primary responsibility is to generate revenue by increasing sales through successful marketing for the entire organization, using market research, pricing, product marketing, marketing communications, advertising and public relations.



Sarunya Tienthavorn Chief Human Resources Officer

Responsible for driving the development and execution of AIA Thailand's People Strategy to support the company's business growth, focusing on talent and leadership development, succession planning, as well as organizational and performance management. Managing overall HR activities to ensure that all AIA policies / procedures properly adopted and executed efficiently and effectively.



Alisa Srimaroj Chief Life Officer

Responsible for managing and leading the implementation of appropriate processes and initiatives in the areas of Frontend Operations, Technical Operations, Operations Strategies & Support, Operations System, Life Claims, and Medical to achieve the company's objectives and business growth targets.



Kitti Manakongtreecheep Chief Technology Officer

Responsible for driving and developing digital initiatives to increase overall efficiencies and productivity of the company to meet the evolving needs of the customers. Planning and supporting business and managing data center in optimizing the usage of resources (staff, computer, office automation equipment) to improve business operations and to control operation expenses.



Darren Thomson
Chief Strategic
Bancassurance Officer

Responsible for managing the relationship with an exclusive bank partner (BBL) including formulating and executing the short to long term strategic plans to support the growth, profitability and operational objectives within the regulatory framework. Providing leadership, directions to the team to meet short, medium and long term financial goals and ambitions.

# 2.5 APPOINTMENT OF MANAGEMENT

#### The appointment process Managements generally covers:

- Candidates' CV screening should cover personal information, education background and work experience.
- Interviews must be conducted by at least the Chief Executive Officer and Chief Human Resource
  Officer. Specific feedback and comments on candidates must be systematically captured in all
  interviews for future reference
- Management appointment must undergo employment screening per the Company employment screening procedures.
- The employment screening must be complied with the background check policy which should be covered Professional Qualification/ Membership Check, Civil Litigation Check, Credit Check, Financial Regulator Check and Conflict of Interest/ Company Directorship Check



# 2.6 REMUNERATION POLICY FOR MANAGEMENT

#### **AIA Guidelines:**

A Compensation proposal should take into consideration of external competitiveness and internal equity.

A compensation proposal should be prepared and approved, following the approval governance, for all compensation and benefits items. The following information is required in preparing the proposed package a) Candidates' current package, b) Package of peers within AIA, and c) Market reference data.

The compensation proposal should be approved per the Company procedures before any verbal or written offer can be made.



# 3.1 ENTERPRISE RISK MANAGEMENT (ERM)

#### Risk Management Overview

The core of the Company's business is accepting, pooling and managing risk for the benefit of policyholders and shareholders. Effective risk management is vital in any organisation but especially in a life insurance business where it is a key driver of value. Accordingly, the Company does not seek to eliminate all risks but rather to identify, understand and manage them within acceptable limits in order to create long-term value.

The Company manages risk by adopting a "three lines of defence" governance model. The objective is to ensure that an independent system of checks and balances is in place to provide assurance that risks are governed properly. The Executive Committee (EXCO) retains overall responsibility for oversight of the Company's risk management activities. All business unit managers and executives are accountable for ensuring their business functions operate at all times within the Risk Appetite set by the EXCO. This is done by identifying the risks associated with their activities, understanding and seeking to manage and mitigate them effectively and achieving appropriate returns for the risks taken.

The Company's Risk Management Framework provides the structure for identifying, quantifying and mitigating risk across the Company. Enterprise Risk Management and Compliance provides assurance to the EXCO that this framework is appropriate and effective.

All risks that are undertaken by the Company are backed by appropriate levels of capital to support the ongoing business and to protect policyholders. While the Company seeks capital efficiency, we do so within acceptable levels of risk without compromising either financial strength or the requirement for appropriate returns.



# 3.2 ASSET-LIABILITY MANAGEMENT

Asset-Liability Management (ALM) is a vital component of the Company's Enterprise Risk Management (ERM) framework that focuses on risks arising from interdependencies between the Company's assets and liabilities. Through the management of investment strategies, product design, product development and product pricing, the ALM framework aims to achieve the Company's goals whilst operating under applicable constraints and within acceptable risk boundaries. The Asset-Liability Management Committee (ALCO) is a management committee to which the local Executive Committee (EXCO) has delegated the authority to provide oversight and governance of the company's ALM policies; this includes the adoption and the implementation of the Strategic Asset Allocation that the Company has elected. Management of assets and liabilities are in compliance with the established guidelines and policies from AIA Group and AIA Thailand.

The risk arising from interest rate sensitivity between assets and liabilities is mitigated by holding a capital to cover the Interest Rate Risk Charge in the regulatory reporting, where the rules are as prescribed in the OIC's Risk-Based Capital Framework and Regulations. In addition, interest rate risk is mainly managed through duration and cashflow management. The duration gap between the assets and liabilities is taken into consideration and regularly monitored and discussed in ALCO and the Financial Risk Committee (FRC).

The Invested Assets to Policy Reserve ratio is regularly monitored under the OIC's Early Warning System Indicators (EWS) framework. The ratio must always be well above 100% to ensure that assets are adequate to cover policy liabilities.



## 4. INSURANCE RISK

Known insurance risks which may have significant impact on the Company's financial position, on the management of reinsurance and on the capital adequacy position in relation to the level of risk concentration.

As an insurer, the Company is exposed to a range of financial risks. The following section summarizes the Company's financial risk management.

#### Insurance Risk

Insurance risk is the potential losses resulting from mortality, morbidity, persistency, longevity, and adverse expense experiences. These include the potential impacts from catastrophic events such as pandemics and natural disasters.

Management of insurance risk starts with the management of product design. Ensuring that products meeting customer needs, are priced fairly and are clearly understood by customers are the best way to ensure good persistency and customer satisfaction.

The Company manages product design risk through its Product Approval Process, by which products are reviewed against pricing, design and operational risk benchmarks as agreed by the Financial Risk Committee (FRC). Product design risk is managed through the close cooperation of a number of departments including Product Management, Actuarial, Legal, Risk & Compliance and Underwriting. The Company monitors the performance of new products and actively manages each part of the actuarial control cycle to minimize risk in the in-force book, as well as for new products.



## **Concentration Risk**

Concentration of risk may arise when there are specific events that may significantly impact on the Company's liabilities. The Company is exposed to geographical concentration of risk, since most of its business is in Thailand. The Company manages its economic sectoral concentration by diversifying its insurance portfolio across the Thai population, covering different working classes and different levels of society.

Reinsurance helps to reduce concentration and volatility of risk, especially on policies with large sums assured or a new line of business. It also serves to protect against catastrophic events such as pandemics or natural disasters.

# 5. VALUE, PROCEDURES AND ASSUMPTIONS FOR INSURANCE RESERVES

Long term insurance contracts are insurance contracts for which the coverage term is longer than one year or where the contract comes with an automatic renewal guarantee that cannot terminate, nor increase/decrease the premium, nor change any of the benefits throughout the contract term.

Short term insurance contracts are insurance contracts which do not meet the conditions for long term insurance contracts.

The definitions of long term and short term insurance contracts are set out in the Risk Based Capital rules.

## **Long term Technical Reserves**

The insurance contract liabilities for traditional life insurance are calculated using a net premium valuation method, whereby the liability represents the present value of estimated future policy benefits to be paid, less the present value of estimated future net premiums to be collected from policyholders. This method uses assumptions prescribed by the OIC without a provision for adverse deviation. Assumptions are set at the policy inception date and remain locked in thereafter, unless a deficiency arises in the Liability Adequacy Testing (LAT). If the LAT test shows that the liability is inadequate, the entire deficiency will be recognised in the Profit & Loss Account.



For contracts with an explicit account balance, such as universal life and unit-linked contracts, the insurance contract liabilities represent the accumulated fund value, which represents premiums received and investment returns credited to the policy less deductions for mortality and morbidity costs and expense charges. Included in "Due to insured" is the investment element of the universal life and unit-linked linked policies, which represents 100% of the account value. The non-investment elements are reserved on an unearned premium basis.

#### **Short-term Technical Reserve**

Unearned premium reserves for group life insurance and short term insurance contracts are calculated on a pro-rata basis.

#### **Insurance Liabilities**

Unit: THB mil

	As of December 31,					
Item	2017		20	16		
	Book value Appraisal		Book value	Appraisal		
	value			value		
Long-term technical reserves	546,608	592,292	518,686	534,209		
Short-term technical reserves	15,263	13,607	13,992	13,299		
Unpaid policy benefits	508	508	531	531		
Due to insured	81,836	56,013	71,094	51,014		

#### Remarks:

- Book Value refers to Insurance liabilities valued according to the accounting standards. The main objective is to support the investors' understanding of the economic value of policy liabilities according to the Thai
  - accounting standards. The policy liabilities are audited and certified by an external auditor.
- Fair Value refers to insurance liabilities valued according to the OIC's notification on the Valuation of Assets and Liabilities of Life Insurance Companies to ensure that the Company has the ability to pay policy benefits to policyholders. The fair value of insurance liabilities must be calculated by a certified actuary. The assumptions used in the fair value must be consistent with the actual experience, or, in the event of insufficient data, may be based on industry experience and tailored to the specific nature of the insurer's portfolio. In addition, the insurance contract liabilities must include a Provision of Adverse Deviation (PAD) as prescribed by OIC.

# 6. INVESTMENT

## **Investment Objective**

To prudently manage Company's investment assets to preserve capital and to generate optimal return to policyholders and shareholders over the long-term, and be consistent with the asset-liability management objectives of the company as well as in full compliance with both applicable regulations and internal policies. The investments are categorized under 3 asset classes i.e. Fixed Income, Equity and Real Estate details as following:

#### **Fixed Income**

The fixed income is managed principally in a "Buy and Maintain" style. The investment objective is to optimize returns with capital preservation. However, the Company may have discretion to sell the assets according to the views of market, credit trends, credit risk management and Asset Liabilities Management.



The objective of equity investment is to optimize investment return and generate excess return over respective benchmarks by investing in stocks which have good fundamental and consistent growth with reasonable price. Investment is based on fundamental instead of technical for both entry and exit strategies.

Stocks are evaluated not only on their growth potential but also on their growth profiles or characteristics. The growth characteristics of a company is typified by the growth cycle characterized by different growth/risk parameters.

The investment process is driven by fundamental research by in-house analyst, combining top-down macroeconomic and market analysis with comprehensive bottom- up fundamental analysis for individual stocks. Use of external investment research is augmented by internal research effort that includes field visits. A global or regional overlay is achieved by interaction with AIA's Group investment team, especially in sectors that are particularly global in nature, e.g. technology and commodities.

#### **Real Estate**

The investment process is driven by due diligence. The objective of due diligence is to prevent material impact the Company's financial status. Real estate investment must be in line with strategic asset allocation and should not have adversely affect to the Company's obligations and dividend payment to the policy holders and risk-based capital adequacy.

The appraisal value of the Company's investment assets will be determined by referring to the Notification of the Office of Insurance Company Re: The appraisal value of Assets and Liabilities of Life Insurance Company B.E.2554

## **Investment assets Table**

Unit: million baht

	As of December 31,					
Investment assets	2017		20	16		
	Book value	Appraisal	Book value	Appraisal		
		value		value		
Deposits with financial institutions and	6,715	6,715	6,972	6,972		
Certificate of Deposit						
Bonds, debentures, promissory notes	659,303	659,506	597,012	616,561		
bill of exchange						
Equity securities excepted investments in	116,905	119,605	93,198	95,845		
subsidiaries and associates						
Mutual fund	5,311	5,356	8,003	8,003		
Policy Loans	28,194	28,194	25,655	25,655		
Loans	1,531	1,507	1,919	1,906		
Warrants	23	23	231	231		
Investment property	8,895	14,987	9,007	14,187		
Derivative assets	2,765	5,590	253	1,506		
Others	-	-	-	-		
Total Investment Assets	829,642	841,483	742,250	770,866		

## 7. FINANCIAL RESULTS ANALYSIS AND RATIOS

#### **Performance**

Unit: Million Baht

ltems -	As of December 31,		
	2017	2016	
Gross written premiums	121,337	117,610	
Net earned premiums	118,795	115,954	
Net investment income	32,157	31,332	
Change in long-term technical reserve	27,922	21,688	
Net benefits and claim paid	70,069	74,609	
Net Profit	20,622	15,449	

Gross written premiums in 2017 grew up by Baht 3,727 million or 3.2% mainly from Unit-link and Ordinary - Life. Net profit increased by Baht 5,173 million or 33.5% from 2016. The main causes were from Gains on investment as a result of growth in stock market prices in 2017 and increase in Net investment income from invested assets. While the Change in long-term technical reserve and Net benefits and claim paid increased totally by Baht 1,694 million or 1.8%.



### **Financial Ratio**

Ratios	2017	2016
First year underwriting expenses per net written premiums	87%	87%
Renewal underwriting expenses per net written premiums	13%	13%
Return on equity	15%	14%
Return on assets		
Return on assets	3%	2%
Return on assets excluded Unit linked and Universal life	3%	2%
Return on investment		
Return on investment	4%	4%
Return on investment excluded Unit linked and Universal life	4%	4%
Investment asset per insurance reserve	141%	141%

# 8. CAPITAL ADEQUACY

The Company monitors the solvency capital in compliance with the requirements from the OIC.

The current and projected regulatory capital requirements are calculated based on Thailand's RBC regulations, which have been implemented in Thailand since September 2011. The key metric used by the regulator is the Capital Adequacy Ratio (CAR), defined as Total Capital Available (TCA) divided by Total Capital Required (TCR), which needs to remain above 140% to maintain financial strength and avoid potential regulatory intervention.

In addition, the Company holds additional capital in excess of the TCR to comply with its internal capital requirements. This ensures that the Company's CAR will remain higher than 140% even after a shock that is expected to occur at least every 1-in-10 years.

The table below illustrates that throughout the year, the Company has a strong capital position that is significantly above the minimum CAR of 140%.

Unit: THB mil

Items	As of December 31,		
	2017	2016	
Total Asset	875,246	807,610	
Total Liabilities	706,877	652,107	
- Insurance Liabilities	662,420	599,053	
- Other Liabilities	44,457	53,054	
Total Head Office's Equity	168,370	155,503	
Capital Adequacy Ratio (%)	420	433	
Total Capital Available	167,625	154,745	
Total Capital Required	39,939	35,756	



- **Remarks:** According to the OIC's RBC capital valuation notification for Life Insurance Companies, the Registrar may determine the necessary procedures to manage companies with a CAR below 140%
  - Capital refers to the RBC capital required to be held according to the OIC's RBC capital notification for the Valuation of Assets and Liabilities of Life Insurance Companies
  - The above items are valued at Fair Value according to the OIC's notification for the valuation of assets and liabilities of Life Insurance Companies

# 9. FINANCIAL STATEMENTS



#### AIA COMPANY LIMITED

FINANCIAL STATEMENTS
31 DECEMBER 2017



### **Independent Auditor's Report**

To the Board of Directors of AIA Company Limited

#### My opinion

In my opinion, the financial statements of AIA Company Limited (the Branch) present fairly, in all material respects, the financial position of the Branch as at 31 December 2017, and its financial performance and its cash flows for the year then ended in accordance with Thai Financial Reporting Standards (TFRSs).

#### What I have audited

The Branch's financial statements comprise:

- the statement of financial position as at 31 December 2017;
- the statement of comprehensive income for the year then ended;
- the statement of changes in Head Office's equity for the year then ended;
- the statement of cash flows for the year then ended; and
- the notes to the financial statements, which include a summary of significant accounting policies.

#### **Basis for opinion**

I conducted my audit in accordance with Thai Standards on Auditing (TSAs). My responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of my report. I am independent of the Branch in accordance with the Federation of Accounting Professions under the Royal Patronage of his Majesty the King's Code of Ethics for Professional Accountants together with the ethical requirements that are relevant to my audit of the financial statements, and I have fulfilled my other ethical responsibilities in accordance with these requirements. I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my opinion.

#### Responsibilities of the management for the financial statements

The management is responsible for the preparation and fair presentation of the financial statements in accordance with TFRSs, and for such internal control as the management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the management is responsible for assessing the Branch's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the management either intends to liquidate the Branch or to cease operations, or has no realistic alternative but to do so.

The audit committee assists the management in discharging their responsibilities for overseeing the Branch's financial reporting process.



#### Auditor's responsibilities for the audit of the financial statements

My objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with TSAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with TSAs, I exercise professional judgment and maintain professional scepticism throughout the audit. I also:

- Identify and assess the risks of material misstatement of the financial statements, whether due
  to fraud or error, design and perform audit procedures responsive to those risks, and obtain
  audit evidence that is sufficient and appropriate to provide a basis for my opinion. The risk of
  not detecting a material misstatement resulting from fraud is higher than for one resulting from
  error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the
  override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit
  procedures that are appropriate in the circumstances, but not for the purpose of expressing
  an opinion on the effectiveness of the Branch's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the management.
- Conclude on the appropriateness of the management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Branch's ability to continue as a going concern. If I conclude that a material uncertainty exists, I am required to draw attention in my auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify my opinion. My conclusions are based on the audit evidence obtained up to the date of my auditor's report. However, future events or conditions may cause the Branch to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including
  the disclosures, and whether the financial statements represent the underlying transactions
  and events in a manner that achieves fair presentation.

I communicate with the management regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that I identify during my audit.

I also provide the audit committee with a statement that I have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on my independence, and where applicable, related safeguards.

PricewaterhouseCoopers ABAS Ltd.

Sakuna Yamsakul

Certified Public Accountant (Thailand) No. 4906

Bangkok

21 March 2018

	Notes	31 December 2017 Baht	(Restated) 31 December 2016 Baht	(Restated) 1 January 2016 Baht
Assets				
Cash and cash equivalents	9	2,766,275,305	2,888,842,686	3,518,106,661
Premium receivable	10	6,710,037,470	6,659,902,211	6,814,438,266
Accrued income on investments		5,639,984,254	6,117,813,103	6,046,799,132
Reinsurance assets	11, 35	131,831,788	147,868,188	151,427,611
Amount due from reinsurance	12, 35	11,455,664	84,915,517	71,087,032
Derivative assets	13	2,764,835,566	253,339,467	197,746,943
Invested assets				
Investment in securities, net	14	785,491,621,107	702,797,890,775	648,435,006,319
Investment in associates	15, 35	171,500,000	171,500,000	263,700,000
Loans, net	16	29,725,720,896	27,573,819,509	26,237,852,906
Investment property	17	8,895,401,062	9,006,969,978	9,081,520,016
Assets held to cover linked liabilities	18	15,112,004,256	10,230,697,721	6,970,424,577
Property, plant and equipment	19	674,418,808	539,516,234	662,976,779
Intangible assets	20	631,233,915	527,985,062	463,765,236
Other assets	21, 35	2,082,005,367	9,537,986,849	8,313,541,193
Total assets		860,808,325,458	776,539,047,300	717,228,392,671

Authorised signature	e		
Date .			

Liabilities and Head Office's Equity	Notes	31 December 2017 Baht	(Restated) 31 December 2016 Baht	(Restated) 1 January 2016 Baht
Liabilities				
Borrowings	22	15,400,000,000	23,900,000,000	10,000,000,000
Insurance liabilities	23	642,286,201,062	603,584,688,540	571,151,674,281
Investment liabilities	24	2,996,649,906	3,068,251,149	3,460,565,254
Amount due to reinsurance	25, 35	207,183,555	114,563,492	184,850,368
Derivative liabilities	13	1,282,922,010	7,627,657,536	8,179,074,071
Income tax payable		2,490,111,030	758,145,515	1,372,120,220
Employee benefit liabilities	26	3,366,751,015	3,200,781,044	2,551,002,725
Deferred tax liabilities	27	17,043,917,249	7,203,364,971	3,845,839,051
Other liabilities	28, 35	20,669,351,318	15,002,451,409	14,951,667,873
Total liabilities		705,743,087,145	664,459,903,656	615,696,793,843
Head Office's Equity				
Unrealised gains on changes in fair				
value of investments, net of tax Remeasurements of post-employment		89,210,030,072	51,369,851,013	43,101,319,535
benefit obligations, net of tax		(1,181,596,528)	(1,200,100,041)	(764,330,590)
Other reserve		91,151,725	75,298,475	59,258,761
Branch's retained earnings Appropriated				
Investment property reserve		-	-	1,030,000,000
Unappropriated		66,945,653,044	61,834,094,197	58,105,351,122
Total Head Office's Equity		155,065,238,313	112,079,143,644	101,531,598,828
Total liabilities and Head Office's Equi	ity	860,808,325,458	776,539,047,300	717,228,392,671

Revenues	Notes	2017 Baht	(Restated) 2016 Baht
Novellacs			
Gross written premiums		121,336,567,572	117,609,630,295
Less premiums ceded to insurers	35	(2,180,800,451)	(1,469,080,945)
Net written premiums		119,155,767,121	116,140,549,350
<u>Less</u> net change in unearned premium reserve	-	(361,220,171)	(186,156,136)
Net earned premiums		118,794,546,950	115,954,393,214
Fee and commission income	35	437,993,444	433,313,087
Net investment income	35	32,156,668,640	31,331,849,223
Gains on investment		8,337,478,016	1,895,572,215
Fair value losses		(466,685,345)	(53,652,514)
Other income	35	111,637,843	178,587,072
Total revenues	-	159,371,639,548	149,740,062,297
Expenses			
Change in long-term technical reserve		27,922,154,220	21,688,094,112
Gross benefits and claim paid	29	71,090,781,216	75,228,236,144
Less benefits and claim paid recovered			
from reinsurers	35	(1,021,994,539)	(619,490,984)
Net benefits and claim paid		70,068,786,677	74,608,745,160
Commissions and brokerages		13,447,323,149	12,841,656,925
Other underwriting expenses	35	15,075,341,197	14,756,849,999
Operating expenses	31, 35	6,988,861,254	6,400,420,070
Finance cost	_	277,916,431	197,750,468
Total expenses	-	133,780,382,928	130,493,516,734
Profit before income tax		25,591,256,620	19,246,545,563
Income tax expenses	33	4,969,697,773	3,797,802,488
Net profit	-	20,621,558,847	15,448,743,075

			(Restated)
		2017	2016
	Note	Baht	Baht
Other comprehensive income (loss)			
Items that will not be reclassified subsequently to			
profit or loss			
Remeasurements of post-employment benefit			
obligations	26.1	23,129,391	(544,711,814 <u>)</u>
Income tax on items that will not be reclassified			
subsequently to profit or loss		(4,625,878)	108,942,363
Total items that will not be reclassified			
subsequently to profit or loss		18,503,513	(435,769,451)
subsequently to profit of loss		10,000,010	(100,100,101)
Items that will be reclassified subsequently to			
profit or loss			
Change in value of available-for-sale investments		55,634,212,840	11,770,838,848
Realised gain from sale of available-for-sale			
investment and impairment loss transferred			
to profit or loss		(8,333,989,016)	(1,435,174,500)
Income tax relating to items that will be reclassified	d		
subsequently to profit or loss		(9,460,044,765)	(2,067,132,870)
Total items that will be reclassified			
subsequently to profit or loss		37,840,179,059	8,268,531,478
Other comprehensive income for			
the year, net of tax		37,858,682,572	7,832,762,027
			00 004 505 400
Total comprehensive income for the year		58,480,241,419	23,281,505,102

For the year ended 31 December 2017

	Funds from Head Office Baht	Unrealised gains on changes in fair value of investments, net of tax Baht	Remeasurements of post-employment benefit, net of tax Baht	Other reserve Baht	Appropriated Branch's retained earnings Baht	Unappropriated Branch's retained earnings Baht	Total Head Office's Equity Baht
Beginning balance as at 1 January 2017 Retrospective adjustment from change in accounting policy (Note 8)	1 1	51,369,851,013	(1,200,100,041)	75,298,475	1 1	62,562,315,991	112,807,365,438
Beginning balance after adjustment Profit remittances to Head Office Employee benefits on share-based payment Net profit	, , , ,	51,369,851,013	(1,200,100,041)	75,298,475		61,834,094,197 (15,510,000,000) - 20,621,558.847	112,079,143,644 (15,510,000,000) 15,853,250 20,621,558,847
Remeasurement of post - employment benefits Unrealised gains on changes in fair value of investments Realised gain from sale of available-for-sale investment and impairment loss transferred to profit or loss	1 1 1	- 44,507,370,272 (6,667,191,213)	18,503,513	1 1 1			18,503,513 44,507,370,272 (6,667,191,213)
Ending balance as at 31 December 2017		89,210,030,072	(1,181,596,528)	91,151,725	1 [	66,945,653,044	155,065,238,313
Beginning balance as at 1 January 2016 Retrospective adjustment from change in accounting policy (Note 8)	1 1	43,101,319,535	(764,330,590)	59,258,761	1,030,000,000	58,891,744,172	102,317,991,878
Beginning balance after adjustment Profit remittances to Head Office Employee benefits on share-based payment Net profit		43,101,319,535	(764,330,590)	59,258,761 - 16,039,714	1,030,000,000	58,105,351,122 (12,750,000,000) - 15,448,743,075	101,531,598,828 (12,750,000,000) 16,039,714 15,448,743,075
Remeasurement of post - employment benefits Unrealised gains on changes in fair value of investments Realised gain from sale of available-for-sale investment	1 1	9,416,671,078	(435,769,451) -	1 1	1 1		(435,769,451) 9,416,671,078
and impairment loss transferred to profit or loss Transfer to unappropriated Branch's retained earnings	1 1	(1,148,139,600)	1 1	1 1	- (1,030,000,000)	1,030,000,000	(1,148,139,600)
Ending balance as at 31 December 2016	1	51,369,851,013	(1,200,100,041)	75,298,475	1	61,834,094,197	112,079,143,644

		2017	(Reclassified) 2016
	Notes	Baht	Baht
Cash flows provided by (used in) operating activities			
Written premium received from direct insurance		119,193,163,608	114,342,861,052
Fee income		242,307,718	204,208,612
Cash paid for reinsurance		(781,003,870)	(701,041,422)
Interest income		29,398,602,440	27,947,588,222
Dividend income		3,382,008,336	3,691,736,879
Investment expenses		(1,288,739,616)	(756,168,608)
Rental income		858,139,544	720,518,620
Other income		159,640,775	164,251,101
Gross benefits and claim paid from direct insurance		(60,803,317,629)	(61,907,962,820)
Commissions and brokerages		(13,467,323,652)	(12,846,594,410)
Other underwriting expenses		(14,610,493,392)	(14,618,640,315)
Operating expenses		(6,058,330,937)	(5,760,496,746)
Income tax expense		(2,857,224,745)	(3,121,384,142)
Cash received from investment in securities		106,063,258,334	46,358,468,517
Cash paid for investment in securities		(129,097,425,366)	(90,623,342,545)
Cash paid for investments property	17	(70,267,219)	(115,820,048)
Cash received from loan repayment		5,541,324,631	5,151,989,835
Cash paid for loan drawdown		(7,210,548,144)	(6,864,919,044)
Cash paid for assets held to cover linked liabilities		(7,421,086,086)	(5,313,578,688)
Cash received from assets held to cover linked liabilities		3,498,315,539	2,659,128,512
Net cash provided by (used in) operating activities	· .	24,671,000,269	(1,389,197,438)
Cash flows provided by (used in) investing activities			
Cash inflows provided by:			
Properties and equipment		955,349	38,652,412
Net cash provided by investing activities		955,349	38,652,412
Cash outflows used in:			
Properties and equipment	19	(282,064,539)	(62,438,221)
Intangible assets	20 .	(218,227,478)	(163,627,606)
Net cash used in investing activities		(500,292,017)	(226,065,827)
Net cash used in investing activities		(499,336,668)	(187,413,415)

	2017 <u>Baht</u>	(Reclassified) 2016 Baht
Cash flows provided by (used in) financing activities		
Cash inflows provided by:		
Borrowings	-	13,900,000,000
Net cash provided by financing activities		13,900,000,000
Cash outflows used in:		
Remittances to Head Office	(15,510,000,000)	(12,750,000,000)
Principal repayment of borrowing	(8,500,000,000)	ميد
Finance cost	(284,230,982)	(202,653,122)
Net cash used in financing activities	(24,294,230,982)	(12,952,653,122)
Net cash provided by (used in) financing activities	(24,294,230,982)	947,346,878
Net decrease in cash and cash equivalents	(122,567,381)	(629,263,975)
Cash and cash equivalents at beginning of year	2,888,842,686	3,518,106,661
Cash and cash equivalents at end of year	2,766,275,305	2,888,842,686
Non-cash transactions		
The Branch had the significant non-cash transactions as follows:		

Receivable from sale of investments in associates

791,480,000

#### 1. General information

AIA Company Limited ("the Branch") is a branch in Thailand of AIA Company Limited ("AIA") whose ultimate holding company is AIA Group Limited, ("AIA Group"), a company incorporated in Hong Kong and listed on the Stock Exchange of Hong Kong Limited.

The Branch received its life insurance license under the laws of Thailand on 1 October 1938. The address of the Branch's registered office is as follows:

181 Surawongse Road, Bangrak, Bangkok 10500.

The principal business operations of the Branch is to provide life insurance, personal accident and health insurance.

These financial statements have been approved by the Branch's management on 21 March 2018.

#### 2. Basis of preparation

These financial statements are prepared in accordance with Thai Generally Accepted Accounting Principles under the Accounting Act B.E. 2543, being those Thai Financial Reporting Standards (TFRSs) issued under the Accounting Profession Act B.E. 2547. In addition, the financial statements presentation are based on the formats of life insurance financial statements attached in an Office of Insurance Commission's notification "Principle, methodology, condition and timing for preparation, submission and reporting of financial statements and operation performance for life insurance company" dated on 4 March 2016 ('OIC Notification').

The financial statements have been prepared under the historical cost convention except as disclosed in the accounting policies below.

The preparation of financial statements in conformity with Thai Generally Accepted Accounting Principles requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Branch's accounting policies. The areas involving a higher degree of judgment, or areas where assumptions and estimates are significant to the financial statements are disclosed in Note 6.

An English version of the financial statement has been prepared from the statutory financial statements that are in the Thai language. In the event of a conflict or a difference in interpretation between the two languages, the Thai language statutory financial statements shall prevail.

#### 3. Accounting policies

### 3.1 Revised accounting standards, revised financial reporting standards, and related interpretations

3.1.1 Revised accounting standards which are effective on 1 January 2017, with significant changes, and are relevant to the Branch.

Presentation of financial statements
Property, plant and equipment
Employee benefits
Separate financial statements
Investments in associates and joint ventures
Intangible assets

TAS 1 (revised 2016), the amendments provide clarifications on a number of issues, including:

- Materiality an entity should not aggregate or disaggregate information in a manner that obscures useful information. Where items are material, sufficient information must be provided to explain the impact on the financial position or performance.
- Disaggregation and subtotals line items specified in TAS 1 may need to be disaggregated where this is relevant to an understanding of the entity's financial position or performance. There is also new guidance on the use of subtotals.
- Notes confirmation that the notes do not need to be presented in a particular order.
- OCI arising from investments accounted for under the equity method the share of
  OCI arising from equity-accounted investments is grouped based on whether the
  items will or will not subsequently be reclassified to profit or loss. Each group should
  then be presented as a single line item in the statement of other comprehensive
  income.

TAS 16 (revised 2016), key amendments are 1) The amendments clarify that depreciation of an item of property, plant and equipment based on revenue generated by using the asset is not appropriate and 2) The amendments include bearer plants in scope of TAS 16.

TAS 19 (revised 2016), the amendments clarify that when determining the discount rate for post-employment benefit obligations, it is the currency that the liabilities are denominated in that is important and not the country where they arise.

TAS 27 (revised 2016), the amendments allow an entity a policy choice to account for investments in subsidiaries, joint ventures and associates in its separate financial statements using the equity method as described in TAS 28 (revised 2016) in addition to measurement at cost or at fair value (when announced) previously allowed. The election can be made independently for each category of investment (subsidiaries, joint ventures and associates). Entities wishing to change to the equity method must do so retrospectively.

- 3.1 Revised accounting standards, revised financial reporting standards, and related interpretations (Cont'd)
  - 3.1.1 Revised accounting standards which are effective on 1 January 2017, with significant changes, and are relevant to the Branch. (Cont'd)

TAS 28 (revised 2016), the significant change is the amendments allow an entity which is not an investment entity, but has an interest in an associate or joint venture which is an investment entity, a policy choice when applying the equity method of accounting. The entity may choose to retain the fair value measurement applied by the investment entity associate or joint venture, or to unwind the fair value measurement and instead perform a consolidation at the level of the investment entity associate or joint venture.

TAS 38 (revised 2016), the amendments include a rebuttable presumption that the amortization of intangible assets based on revenue is inappropriate. This presumption can be overcome if either the intangible asset is expressed as a measure of revenue (i.e. where a measure of revenue is the limiting factor on the value that can be derived from the asset), or it can be shown that revenue and the consumption of economic benefits generated by the asset are highly correlated.

The Branch has applied these accounting standards and there are no material impact on the Branch's financial statements.

3.1.2 Revised accounting standards and financial reporting standards which are effective for annual periods beginning on or after 1 January 2018, with significant changes, and are relevant to the Branch but are not early adopted.

TAS 7 (revised 2017)

Statement of cash Flows

TAS 12 (revised 2017)

Income taxes

TFRS 12 (revised 2017)

Disclosure of interests in other entities

TAS 7 (revised 2017), the amendments require additional disclosure of changes in liabilities arising from financing activities. This includes changes arising from cash and non-cash.

TAS 12 (revised 2017), the amendments clarify the accounting for deferred tax where an asset is measured at fair value and that fair value is below the asset's tax base. Specifically, the amendments confirm that:

- A temporary difference exists whenever the carrying amount of an asset is less than its tax base at the end of the reporting period.
- An entity can assume that it will recover an amount higher than the carrying amount of an asset to estimate its future taxable profit.
- Where the tax law restricts the source of taxable profits against which particular types of deferred tax assets can be recovered, the recoverability of the deferred tax assets can only be assessed in combination with other deferred tax assets of the same type.
- Tax deductions resulting from the reversal of deferred tax assets are excluded from the estimated future taxable profits.

TFRS 12 (revised 2017), the amendments clarify that the disclosure requirements of TFRS 12 apply to interests in entities that are classified as held for sale in the scope of TFRS 5 (revised 2017), except for the summarised financial information.

The Branch's management assessed and considered that the above revised standards will not have a material impact on the Branch except for disclosure.

#### 3.2 Foreign currency translation

#### (a) Functional and presentation currency

Items included in the financial statements are measured using the currency of the primary economic environment in which the Branch operates ('the functional currency'). The financial statements are presented in Baht, which is the Branch's functional currency.

#### (b) Transactions and balances

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions or valuation where items are re-measured. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies are recognised in the profit or loss.

When a gain or loss on a non-monetary item is recognised in other comprehensive income, any exchange component of that gain or loss is recognised in other comprehensive income. Conversely, when a gain or loss on a non-monetary item is recognised in profit and loss, any exchange component of that gain or loss is recognised in profit or loss.

#### 3.3 Cash and cash equivalents

Cash and cash equivalents includes cash in hand, deposits held at call with banks, other short-term highly liquid investments with maturity at acquisition of three months or less.

#### 3.4 Premium receivable

Premium receivable arising from insurance contracts are carried at carrying value less allowance for impairment which is established when there is objective evidence that the Branch will not be able to receive all amounts due according to term and condition specified in policy.

#### 3.5 Reinsurance transactions

Reinsurance assets, amount due from reinsurance and amount due to reinsurance are stated at carrying value.

The Branch cedes reinsurance in the normal course of business, with retentions varying by line of business. Premiums ceded and claims reimbursed are presented on a gross basis in profit or loss and net basis by reinsurer in statement of financial position.

Reinsurance assets consist of amounts receivable in respect of recovered insurance liabilities.

If a reinsurance asset is impaired, the Branch reduces the carrying amount accordingly and recognises that impairment loss in the profit or loss. A reinsurance asset is impaired if there is objective evidence, as a result of an event that occurred after initial recognition of the reinsurance asset, that the Branch may not receive all amounts due to it under the terms of the contract, and the impact on the amounts that the Branch will receive from the reinsurer can be reliably measured.

#### 3.6 Investment in securities

#### Investments in debt and equity securities

Investments other than investments in associates are classified into the following four categories: 1. Trading investment; 2. Held-to-maturity investment; 3. Available-for-sale investment; and 4. General investment. The classification is dependent on the purpose for which the investments were acquired. Management determines the appropriate classification of its investments at the time of the purchase and re-evaluates such designation on a regular basis.

- Trading is investments that are acquired principally for the purpose of generating a
  profit from short-term fluctuations in price. For the purpose of these financial statements
  short term is defined as three months from the invested date, including investments
  under investment linked products.
- 2. Held-to-maturity is investments with fixed maturity that the management has the intent and ability to hold to maturity.
- 3. Available-for-sale is investments intended to be held for an indefinite period of time, which may be sold in response to liquidity needs or changes in interest rates.
- 4. General investments are non-marketable equity securities.

All categories of investment are initially recognised at cost, which is equal to the fair value of consideration paid plus transaction cost.

Purchase and disposal of investments are recognised on the trade date, which is the date that the Branch commits to purchase or sell the investments.

Trading and available-for-sale investments are subsequently carried at fair value.

The fair value of investments are based on quoted last bid price at the close of business on the statement of financial position date by reference to the Stock Exchange of Thailand, Asset Management company and the Thai Bond Market Association for Thai securities and Reuter for foreign securities. When investments classified as available-for-sale are sold or impaired, the accumulated fair value adjustments are recognised in profit or loss as gains or losses on investment.

Unrealised gains and losses arising from changes in the fair value of trading investments are recorded in profit or loss in the year in which they arise.

Unrealised gain and losses arising from changes in the fair value of investments classified as available-for-sale are recognised in other comprehensive income (loss).

Held-to-maturity investments are measured at amortised cost using the effective yield method less impairment loss.

General investments are carried at cost less impairment loss.

For disposal of an investment, the difference between the net disposal considerations and the carrying amount of that investments are recorded to profit or loss. When disposing of part of the Branch's holding of a particular investment in debt and equity securities, the carry amount of the disposed part is determined by the weighted average carrying amount of the total holding of the investment.

Realised and unrealised gains (losses) from revaluation of foreign exchange rate in investments in debt securities are classified as fair value gains and losses.

#### 3.6 Investment in securities (Cont'd)

#### Investments in associates

Associates are entities over which the Branch has the significant influence to participate in the financial and operating policy decisions of the investee but does not control or joint control over those policies.

The Branch does not present financial statements under equity method apart from separated Branch's financial statement because the Branch met exemption criteria for such requirement (The details of investments in associates are disclosed in Note 15).

Investments in associates are accounted for using the cost method. Income from investments in associates will be recorded in profit or loss when dividends are declared.

#### Impairment of investment

A test for impairment is carried out quarterly or when there is a factor indicating that an investment might be impaired. If the carrying value of the investment is higher than its recoverable amount, impairment loss is charged to profit or loss.

#### 3.7 Loans

Loans including policy loan is stated at principal amounts less allowance for doubtful accounts.

Allowance for doubtful accounts is assessed primarily on an analysis of payment histories, future expectations of borrowers repayments, the aging of accounts receivable and collaterals. Bad debts are written off when no recoveries are expected.

#### 3.8 Investment property

Property that is held for long-term rental yields or for capital appreciation or both, and that is not occupied by the Branch, is classified as investment property. Investment property also includes property that is being constructed or developed for future use as investment property.

Investment property is measured initially at its cost, including related transaction costs. After initial recognition, investment property is carried at cost less accumulated depreciation and allowance of impairment.

Land is not depreciated. Depreciation on other investment properties is calculated using the straight line method to allocate their cost over their estimated useful lives.

#### Buildings and improvements

40 years

Subsequent expenditure is capitalised to the asset's costs only when it is probable that future economic benefits associated with the expenditure will flow to the Branch and the cost of the item can be measured reliably. All other repairs and maintenance costs are expensed when incurred. When part of an investment property is replaced, the carrying amount of the replaced part is derecognised.

The fair value of investment property is disclosed in Note 5.5. It is the Branch's policy to obtain external property valuations semi-annually except in the case of a discrete event occurring in the interim that has a significant impact on the fair value of the properties.

#### 3.9 Assets held to cover linked liabilities

Assets held to cover linked liabilities are invested assets held for policies issued that policy holders take risks and rewards of changes in value of those assets such as unit-linked. They are initially recognised at cost which is equal to the fair value of consideration paid plus transaction costs and subsequently measured at fair value. Unrealised gain (loss) arising from changes in fair value are recorded in profit or loss in the year in which they arise.

#### 3.10 Property, plant and equipment

Land is stated at cost. All other properties and equipment are stated at cost less accumulated depreciation and allowance of impairment (if any). Cost is measured by purchase price with the cash or other consideration plus expenses obtaining the asset and bringing it to the location and condition necessary for its intended use.

Depreciation is calculated on the straight-line basis to write off the cost of each asset, except for land which is considered to have an indefinite life, to its residual value over the estimated useful life as follows:

Buildings and improvements Furniture, fixtures and equipment Computer hardware Motor vehicles 20 years, 30 years and 60 years 5 years and 10 years 3 years 5 years

The properties and equipment's residual values and useful lives are reviewed and adjusted at the end of each year.

Where the carrying amount of an asset is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount. When land, property and equipment are disposed, the Branch will write off both their asset and related accumulated depreciation accounts, and recognise any gain or loss from disposal of the asset in profit or loss. Gains or losses on disposals land, properties and equipment are determined by comparing the proceeds from disposal with the carrying amount of the asset.

Repairs and maintenance are charged to profit or loss during the financial year in which they are incurred. The cost of major renovations is included in the carrying amount of the asset when it is probable that future economic benefits in excess of the originally assessed standard of performance of the existing asset will flow to the Branch. Major renovations are depreciated over the remaining useful life of the related asset.

#### 3.11 Intangible assets

#### Computer software

Acquired specific computer software licences are capitalised on the basis of the costs incurred to acquire and bring to use the specific software. These costs are amortised over their useful lives of 3 years.

Costs associated with developing or maintaining computer software programmes are recognised as expenses as incurred. Costs that are directly associated with identifiable and unique software products controlled by the Branch and will probably generate economic benefits exceeding costs beyond one year, are recognised as intangible assets. Direct costs include staff costs of the software development team and an appropriate portion of relevant costs.

Expenditure which enhances or extends the performance of computer software programmes beyond their original specifications is recognised as a capital improvement and added to the original cost of the software. Computer software development costs are recognised as assets and amortised using the straight-line over their estimated useful lives, not exceeding a period of 15 years.

Other intangible assets are initially recognised at cost, and subsequently measured at costs less accumulated amortisation and impairment. The assets are amortised using the straight-line over their estimated useful lives of 3 to 5 years.

#### 3.12 Impairment of non-financial assets

Property, plant and equipment and other non-financial assets, including intangible assets are reviewed for impairment loss annually or whenever changes in circumstances indicate that the carrying amount may not be recoverable significantly. An impairment loss is recognised for the amount by which the carrying amount of non-financial assets exceeds its recoverable amount which is the higher of an asset's fair value less cost to sale and value in use. For the purposes of assessing impairment as at statement of financial position date, non-financial assets are grouped at the lowest level which is separately identifiable cash flows.

#### 3.13 Accounting for leases

#### 3.13.1 Accounting for leases - where the Branch is the lessee

Lease contracts not transferring a significant portion of the risks and rewards of ownership to the lessee are classified as operating leases. Payments made under operating leases are charged to the profit or loss on a straight-line basis over the period of the lease.

Lease where the lessee has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalised at the inception of the lease at the lower of the fair value of the leased property or the present value of the minimum lease payments.

#### 3.13 Accounting for leases (Cont'd)

#### 3.13.2 Accounting for leases - where the Branch is the lessor

Assets leased out under operating leases are included in investment property in the statement of financial position. They are depreciated over their expected useful lives on a basis consistent with other similar investment property owned by the Branch. Rental income (net of any incentives given to lessees) is recognized on a straight-line basis over the lease term.

#### 3.14 Insurance and investment contract

#### 3.14.1 Product classification

The Branch classified its contracts written as either insurance contracts or investment contracts, depending on the level of insurance risk.

Insurance contracts are those contracts that transfer significant insurance risk, while investment contracts are those contracts without significant insurance risk. Some insurance and investment contracts, referred to as participating business, have discretionary participation features, "DPF", which may entitle the customer to receive, as a supplement to guaranteed benefits, additional non-guaranteed benefits, such as policyholder dividends or bonuses.

The Branch applies the same accounting policies for the recognition and measurement of obligations arising from investment contracts with DPF as it does for insurance contracts.

Also, the Branch measures certain insurance contract liabilities with reference to applicable statutory requirements in accordance with Office of Insurance Commission.

In the event that a scenario (other than those lacking commercial substance) exists in which an insured event would require the Branch to pay significant additional benefits to its customers, the contract is accounted for as an insurance contract.

For investment contracts that do not contain DPF, accounting policies for measurement and recognition of financial liabilities, and, if the contract includes an investment management element, TAS 18 (revised 2016), Revenue Recognition, are applied.

TFRS 4 (revised 2016) permits the continued use of previously applied accounting policies for insurance contracts and investment contracts with DPF, and this basis has been adopted by the Branch in accounting for such contracts. Once a contract has been classified as an insurance or investment contract, no reclassification is subsequently performed unless the terms of the agreement are later amended.

#### 3.14 Insurance and investment contract (Cont'd)

#### 3.14.2 Insurance contracts and investment contracts with DPF

#### a) Unbundling

The Branch applies a policy of unbundling for insurance contract only in circumstances when both of the following conditions are met:

- The deposit component (including any embedded surrender option) can be measured separately (i.e. without taking into account the insurance component); and
- The Branch's accounting policies do not otherwise require the recognition of all obligations and rights arising from the deposit component.

#### b) Liability adequacy testing

The adequacy of insurance liabilities is assessed by portfolio of contracts, in accordance with the Branch's manner of acquiring, servicing and measuring the profitability of its insurance contracts. The insurance liabilities are compared to the gross premium valuation calculated on a best estimate basis, as of the valuation date. If there is a deficiency, the liabilities are increased by the amount of the deficiency and recognised directly in profit or loss.

#### c) Long term and short term insurance contracts

Long term insurance contracts are insurance contracts which the term of contract is more than 1 year or the contract which have automatic approve of renewal which the Branch cannot terminate and cannot increase or decrease premium, including changes in other benefit throughout the contract term.

Short term insurance contracts are insurance contracts which do not have terms and conditions as long term insurance contracts.

The mentioned classification of long term and short term insurance contracts is in accordance with approach for Risk-Based Capital report.

#### d) Policy reserves

The policy reserves consist of the following calculation methods:

#### Life policy reserves

Life policy reserves represent the accumulated total net premium valuation reserves under actuarial principle for future insurance claims and benefits paid for life policies in force as at the statement of financial position date. This method uses assumptions approved by OIC without a provision for adverse deviation. These assumptions are set at the policy inception date remained locked-in thereafter.

#### Unearned premium reserves

Unearned premium reserves for group life insurance and short-term insurance contracts are calculated on a pro-rata basis.

#### 3.14 Insurance and investment contract (Cont'd)

#### 3.14.2 Insurance contracts and investment contracts with DPF (Cont'd)

#### d) Policy reserves (Cont'd)

#### Universal life and unit linked product

Included in "Due to insured" is the investment element of the universal life policies and investment linked product which represents 100% of the account value.

#### Unexpired risk reserve

Unexpired risk reserve (URR) represents the future cost of insurance coverage from the statement of financial position date to the subsequent dates of expiry of the policies for all policies in force at the statement of financial position date. The Branch recognises the variance in profit or loss in case that the URR is higher than UPR.

#### e) Loss reserve and outstanding claims

Loss reserve and outstanding claims represent the estimated cost of all claims notified but not settled, including all claims incurred but not reported, based on data available as at statement of the financial position date. Differences between the balance of outstanding claims at the statement of financial position date and subsequent revisions and settlements are included in profit or loss in later periods.

#### 3.14.3 Investment contracts

Investment contracts, which do not contain sufficient insurance risk to be considered insurance contracts, are accounted for as financial liabilities while investment contracts with DPF to be accounted for as if they were insurance contracts, even though they do not transfer significant insurance risk.

#### a) Investment contract fee revenue

Customers are charged fees for policy administration, investment management, surrenders or other contract services. The fees may be fixed amounts or vary with the amounts being managed, and will generally be charged as an adjustment to the policyholder's account balance.

Origination and other "upfront" fees (fees that are assessed against the account balance as consideration for origination of the contract) are charged on some non-participating investment contracts. Where the investment contract is recorded at amortised cost, these fees are amortised and recognised over the expected term of the policy as an adjustment to the effective yield.

#### b) Investment contract liabilities

Deposits received in respect of investment contracts are not accounted for through the statements of comprehensive income, except for the investment income and fees attributable to those contracts, but are accounted for directly through the statement of financial position as an adjustment to the investment contract liability, which reflects the account balance.

The amortised cost of the financial liability is never recorded at less than the amount payable on surrender, discounted for the time value of money where applicable, if the investment contract is subject to a surrender option.

#### 3.15 Provisions

Provisions, excluding provisions for employee benefits, are recognised when the Branch has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation, and a reliable estimate of the amount can be made. Where the Branch expects a provision to be reimbursed, the reimbursement is recognised as a separate asset but only when the reimbursement is virtually certain.

#### 3.16 Employee benefits

#### Annual leave

A provision is made for the estimated liability for unused leave as a result of services rendered by employees up to the date in statement of financial position.

#### Post-retirement benefit obligations

The Branch has established a provident fund that is a defined contribution plan, which the assets are held in a separate trust fund. The provident fund is funded by payments from employees and the Branch. Contributions to the provident fund are charged to expenses in profit or loss.

The Branch provides for post-employment benefits under the Thai Labour Law and under an additional defined benefit plans. Such employee benefit provisions are calculated by an independent actuary on a regular basis.

Gains or losses on remeasurement of post-employment benefit obligations are recognised in other comprehensive income (loss).

Past-service costs from plan amendment are recognised immediately in statement of comprehensive income.

The management assesses the appropriate estimated of such provision on a regular basis.

#### Share-based compensation

The AIA Group, which is ultimate holding company of the Branch, launched share-based compensation plans, under which the Branch receives services from the agents and employees, as consideration for the shares or share options of the AIA Group.

Under equity-settled share-based compensation plan, the fair value of the employee services received in exchange for the grant of shares or share options is recognised as an expense over the vesting period. The equity from share-based payment is presented under the Head Office's Equity.

The Branch utilises a binomial lattice model, Monte-Carlo or discount cash flow model to calculate the fair value of the share options grants. These models require inputs such as share price, implied volatility, risk free interest rate, expected dividend payment rate and the expected life of the option.

#### 3.17 Borrowings

The Branch has borrowings under repurchase agreement (Repo) which have defined date and certain price in the future. Sold securities with repurchase agreement are recognised in the statement of financial position and valued following to the accounting policy of investment. The received money from the sold securities is presented as borrowings.

Assets sold under repurchase agreements continue to be recognised and a liability is established for the consideration received.

#### 3.18 Current and deferred income taxes

The tax expense for the year comprises current and deferred tax. Tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in Head Office's equity.

The current income tax charge is calculated on the basis of the tax laws enacted.

Deferred income tax is recognised, using the liability method, on temporary differences arising from differences between the tax base of assets and liabilities and their carrying amounts in the financial statements. Deferred income tax is determined using tax rates that have been substantially enacted and are expected to apply when the related deferred income tax asset is realised or the deferred income tax liability is settled.

Deferred income tax assets are recognised only to the extent that it is probable that future taxable profit will be available against which the temporary differences can be utilised.

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income tax assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where there is an intention to settle the balances on a net basis.

#### 3.19 Revenues and expenses recognition

#### a) Premiums

Premiums are from life insurance contracts, including participating policies and annuity policies with life contingencies. For first year policies, life premium income is recognised as revenue when the first premium installment is fully received and the policy is effective. Renewal premium is recognised as revenue when premium is due. Personal accident premium is recognised as revenue on the effective date of the insurance policy. The movement in unearned premium reserve is presented under net change in unearned premium reserve.

Ceded premium is recognized when the insurance risk is transferred to another reinsurer.

Amounts collected as premiums from insurance contracts with investment features but with sufficient insurance risk to be considered insurance contracts, such as universal life, and unit-linked contracts, are accumulated as deposits. Revenue from these contracts consists of policy fees for the cost of insurance and administration during the period.

#### 3.19 Revenues and expenses recognition (Cont'd)

#### b) Benefits and claims

Insurance contract benefits reflect the cost of all maturities, surrenders, withdrawals and claims arising during the year, policyholder dividends accrued in anticipation of dividend declarations, as well as claims handling costs including internal and external costs incurred in connection with the negotiation and settlement of claims.

Accident and health claims incurred include all losses occurring during the year, related handling costs, a reduction for recoveries, and any adjustments to claims outstanding from previous years.

Benefit payments to policyholders are recorded when the notice of a claim has received or the policyholder requests to surrender the policy. Other benefits are recognised when due or on maturity.

#### c) Policy acquisition cost

Policy acquisition cost i.e. commissions and brokerages are recognised when incurred.

#### d) Universal life products

The change in account value of universal life products are presented in "Other underwriting expenses".

#### e) Investment income

Interest income is recognised on a time proportion basis, taking account of the principal outstanding and the effective yield rate over the period to maturity. No accrual is made for loans with interest default over three consecutive months.

Dividends on securities are recognized on the dividend declaration date.

#### f) Other income and expenses

Other income and expenses are recognised on an accrual basis.

#### 3.20 Financial instruments

Financial assets carried on the statement of financial position include cash and cash equivalents, accrued income on investments, premium receivable, reinsurance assets, amount due from reinsurance, derivative assets, investments in securities, loans net, assets held to cover linked liabilities, and certain balances included in other assets. Financial liabilities carried on the statement of financial position include amount due to reinsurance, claim liability, policyholder deposits and due to insured, borrowing and certain balances included in other liabilities. The particular recognition methods adopted are disclosed in the individual accounting policy associated with each item.

#### 3.21 Accounting for derivative financial instruments

The Branch entered into derivative financial instruments, which mainly comprise cross currency swap contracts, forward contracts and interest rate swap contracts to protect the Branch against foreign currency and interest rate risks.

Cross currency swap contracts and forward contracts protect the Branch from movements in exchange rates by establishing the rate at which a foreign currency asset will be realised or a foreign currency liability settled.

Receivables under cross currency swap contracts or forward contracts are recorded in Thai Baht at swap rates or forward rates specified in the contracts. Payables under cross currency swap contracts or forward contracts denominated in foreign currency are recorded in Thai Baht at the exchange rate at the statement of financial position date. The difference between receivables and payables under cross currency swap contracts or forward contracts is recorded as part of "Other assets" or "Other liabilities" in the statement of financial positions.

Realised and unrealised gains (losses) from revaluation of foreign exchange rate are classified as fair value gains and losses.

Interest rate swap contracts protect the Branch from movements in interest rates. The differences between the payment and receipt from these contracts are presented in net investment income. As at the statement of financial position date the accrued interest receivable or payable is recorded on specific interest rate on these contracts.

#### 3.22 Collateral

Cash received and pledged as a collateral to a counter party occur in respect to derivative transaction and repurchase agreement in order to reduce the credit risk of these transactions. The cash pledged is recognised as other assets. The cash received is recognised as other liabilities.

#### 4. Risk management

The Branch financial risk management framework is consistent with the Head office that to effectively manage, rather than to eliminate, the risks the Branch faces.

As an insurer, the Branch is exposed to a range of insurance and financial risks. The Branch applies a consistent risk management policy that is embedded in management processes and controls such that both existing and emerging risks are considered and addressed. In addition, the Branch has established the enterprise risk management function for managing and monitoring the enterprise wide risks and also has established sub-committee among the Branch to manage specific risks which are Financial Risk Committee (FRC) and Operational Risk Committee (ORC) which directly report to the Branch's key management.

#### 4. Risk management (Cont'd)

The following section summarises the Branch's insurance and financial risk management.

#### 4.1 Insurance Risk

Insurance risk is the potential loss resulting from mortality, morbidity, persistency, longevity, and adverse expense experience. This includes the potential impact from catastrophic events such as pandamics and natural disasters.

Management of insurance risk starts with management of product design. Ensuring product meets customer needs, are fairly priced, and are clearly understood are best guarantee of persistency and customer satisfaction.

The Branch manages product design risk through the New Product Approval Process where products are reviewed against pricing, design and operational risk benchmarks agreed by Financial Risk Committee (FRC). Management works closely with the number of the Branch's functions including product management, actuarial, legal, risk & compliance and underwriting. The Branch monitors the performance of new products and focuses on actively managing each part of the actuarial control cycle to minimise risk in the in-force book as well as new products.

#### **Concentration Risk**

The management considers the concentration risk of insurance products from various perspectives to avoid underwriting of a concentration of risk when the events of loss occurs. Those include, but not limited to, the range of product offered, target group customers, geographical areas of covered in Thailand. The Branch has maintained a broad range and well-mixes of insurance products which are endowment, traditional whole-life, annuity, Accident & Health, credit life, and other protection products. Also, all insurance products are offered to all areas across Thailand.

#### Lapse

The risk arises from changes in the rates of policy termination or renewal. Management of the Branch monitor persistency closely and active monitoring and management of sales activities and persistency to mitigate the causes of lapse and to protect the Branch against potential misconduct.

#### **Expense**

The active management of expenses reduces the risk of actual experience being adverse compared with the assumption used in the pricing of products. Budgeting and control process allows for the management of expenses within pricing estimates.

#### Morbidity and mortality

Management of the Branch ensure a comprehensive underwriting and claim guidelines and practices that have been developed based on historical experiences with reinsurance strategy. The Branch's actuarial teams conduct regular experience studies of all the insurance risk factors in its in-force book studies together with external data. Through monitoring the development of economic and social & technology development, management seeks to anticipate and respond promptly to potential adverse experience impacts on its products.

Reinsurance is used to reduce concentration and volatility risk, especially with the large policies or new risks, and as protection against catastrophic events such as pandemics or natural disasters.

#### 4. Risk management (Cont'd)

#### 4.2 Financial risk management

#### 4.2.1 Credit risk

Credit risk is the impact arising from an obligor's inability to meet its obligations to the Branch. Credit risk is measured by the possibility of default from receivables and/or invested assets rather than absolute measures including the impact and the probability of a deterioration of the credit standing. Supporting data is credit standing that is provided by Global rating agency such as TRIS Rating Co., Ltd. and Fitch Rating (Thailand) Co., Ltd., etc. The key areas where the Branch is exposed to credit risk include repayment risk in respect of:

- · Cash and cash equivalents including bank deposits
- · Invested assets in debt securities, both government and private enterprise
- Loans and receivables (including premium receivable and certain balances in other assets)
- · Derivative contracts
- Reinsurance assets and amount due from reinsurance

There is no significant concentration of credit risk. The credit risk for above items is the impact on the carrying value (net of allowances) as presenting in the statement of financial position and related notes to financial statements.

#### 4.2.2 Interest rate risk

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates.

The significant financial assets and liabilities as at 31 December 2017 and 2016 can be separated by type of interest rates as follows:

	Variable interest rate Thousand Baht	Fixed interest rate Thousand Baht	Non-interest bearing Thousand Baht	Total Thousand Baht
As at 31 December 2017				
Financial assets				
Cash and cash equivalents	1,008,926	350,000	1,407,349	2,766,275
Accrued income on				
investments	-	-	5,639,984	5,639,984
Investment in securities, net	-	663,253,296	122,238,325	785,491,621
Loans, net	-	29,725,553	168	29,725,721
Assets held to cover				
linked liabilities		-	15,112,004	15,112,004
	4 000 000	000 000 040	444.007.000	000 705 005
Total financial assets	1,008,926	693,328,849	144,397,830	838,735,605
Financial liabilities				
Borrowings	•	15,400,000	-	15,400,000
Investment liabilities	-	-	2,996,650	2,996,650
Other liabilities (partial)	-	20,616	_	20,616
Total financial liabilities		15,420,616	2,996,650	18,417,266

#### 4. Risk management (Cont'd)

#### 4.2 Financial risk management (Cont'd)

#### 4.2.2 Interest rate risk (Cont'd)

	Variable interest rate Thousand Baht	Fixed interest rate Thousand Baht	Non-interest bearing Thousand Baht	Total Thousand Baht
As at 31 December 2016				
Financial assets				
Cash and cash equivalents Accrued income on	1,548,753	185,000	1,155,090	2,888,843
investments	-	-	6,117,813	6,117,813
Investment in securities, net	7,234,807	594,131,752	101,431,332	702,797,891
Loans, net	-	27,573,758	62	27,573,820
Assets held to cover linked liabilities			10,230,698	10,230,698
Total financial assets	8,783,560	621,890,510	118,934,995	749,609,065
Financial liabilities				
Borrowings	_	23,900,000	-	23,900,000
Investment liabilities	-		3,068,251	3,068,251
Other liabilities (partial)		26,931	-	26,931
Total financial liabilities	_	23,926,931	3,068,251	26,995,182

#### 4.2.3 Foreign currency rate risk

The foreign currency rate risk occurs from assets or liabilities in other currencies that are not in Thai Baht which is functional currency and reporting currency. The significant foreign currency exposure is offshore investment and the Branch manages by using the financial instrument to close this position e.g. cross currency swap contracts as disclosed in Note 13.

The accounting treatment for derivative financial instruments as recorded in this financial statement is disclosed in Note 3.21

#### 4.2.4 Liquidity risk

Liquidity risk is financing risk or the risk of difficulty in raising funds sufficiently and in time to meet commitments associated with financial instruments. Liquidity risk may result from an inability to sell financial asset quickly at close to its fair value.

The Branch's financial assets mainly comprises of cash and deposits at financial institutions and investment in securities which are highly liquid and able to be sold quickly at close to their fair value when the Branch wishes to raise fund. In addition, the Branch has maintained the investment ratio in high liquidity assets.

#### 4.2.5 Fair value risk

Fair value risk is the risk arising from the change in value of financial instruments which occurs from the change in market value.

Cash and cash equivalents, accrued investment income, premium receivable, other financial assets, claim liability, policyholder deposit and due to insured and other financial liabilities have the carrying value as at the date in the statement of financial position nearly with the fair value.

The basis of the carrying value of investment in securities as presented in the statement of financial position are disclosed in Note 14.

#### 5. Fair value

#### 5.1 Fair value estimation

The table below presents financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

- Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities, and the Branch is able to access that market on valuation date.
- Level 2: Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3: Inputs for the asset or liability that are not based on observable market data.

The following table presents the Branch's financial assets that are measured at fair value as at 31 December 2017 and 2016.

	Level 1 Thousand Baht	Level 2 Thousand Baht	Level 3 Thousand Baht	Total Thousand Baht
As at 31 December 2017 Assets				
Investment in securities Trading securities Available-for-sale securities	1,417	-	-	1,417
Debt securities	-	607,453,295	-	607,453,295
Equity securities Assets held to cover	120,373,254	909,316	22,254	121,304,824
linked liabilities	15,112,004			15,112,004
Total assets	135,486,675	608,362,611	22,254	743,871,540
As at 31 December 2016 Assets Investment in securities				
Trading securities Available-for-sale securities	1,639	-	-	1,639
Debt securities	-	381,290,612	-	381,290,612
Equity securities Assets held to cover	98,892,094	1,581,997	23,517	100,497,608
linked liabilities	10,230,698			10,230,698
Total assets	109,124,431	382,872,609	23,517	492,020,557

Transfer between Level 1 and Level 3 is addressed in Note 5.4

#### 5.2 Valuation techniques used to derive Level 1 fair values

The fair value of financial instruments traded in active markets is based on quoted market prices at the statement of financial position date. The quoted market price used for financial assets held by the Branch is obtained from exchange market and asset management companies. These instruments are included in level 1.

#### 5. Fair value (Cont'd)

#### 5.3 Valuation techniques used to derive Level 2 fair values

Level 2 marketable debt securities are fair valued using a discounted cash flow approach, which discounts the contractual cash flows using discount rates derived from observable market prices of quoted debt instruments.

Level 2 marketable equity securities are fair valued based on closed price provided by an asset management company.

#### 5.4 Fair value measurement using significant unobservable inputs (Level 3)

The following table presents the changes in level 3 financial instruments for the year ended 31 December 2017 and 2016.

	Available-for-sale Available-for-sale		
	equity security 2017	equity security 2016	
	Thousand Baht	Thousand Baht	
Beginning balance as at 1 January Transfer into Level 3	23,517	11,984	
Book value Unrealised loss on change in value of	-	27,984	
available-for-sale investment		(22,051)	
Net carrying value at transfer date Reversal of unrealised loss on change in value of	23,517	17,917	
available-for-sale investment Impairment loss recognised in statement of	-	22,051	
comprehensive income Unrealised gain (loss) on change in value	-	(19,895)	
of available-for-sale investment	(1,263)	3,444	
Closing balance as at 31 December	22,254	23,517	

These securities used to be periodically fair valued at market price but has been fair valued employing an internally developed financial modelling. This is because the market price is not available due to trade suspension.

Key unobservable inputs are price per book value of comparable equity instruments. Changes in key unobservable inputs will not have a significant impact on fair value of this financial asset and to profit or loss.

The Branch's policy is to recognise transfers into and transfers out of fair value hierarchy levels as of the date of the event or change in circumstances that caused the transfer.

#### Valuation process

Management has put a process of performing the valuations of financial assets required for financial reporting purposes, including Level 3 fair values. Appropriate valuation techniques and unobservable inputs are selectively used based on the characteristic of financial assets. The valuation of Level 3 fair value is reviewed and approved by management for financial reporting purposes.

Changes in level are analysed at the reporting date by management.

#### 5. Fair value (Cont'd)

#### 5.5 Fair value for assets and liabilities for which the fair value is disclosed at reporting date

A summary of fair value hierarchy of assets and liabilities not carried at fair value but for which the fair value is disclosed as at 31 December 2017 and 2016 is below:

	Level 1 Thousand Baht	Level 2 Thousand Baht	Level 3 Thousand Baht	Total Thousand Baht
As at 31 December 2017 Assets for which the fair value is disclosed Financial assets				
Derivative assets Investment in securities	-	5,641,164	-	5,641,164
Held to maturity	_	55,800,000	-	55,800,000
General investments	-	-	3,632,352	3,632,352
Mortgage loans, net	-	1,531,095	_	1,531,095
Investment property Investment property (including land)	-	_	15,000,000	15,000,000
, , ,				
Total asset for which the fair value is disclosed	_	62,972,259	18,632,352	81,604,611
Liabilities for which the fair value is disclosed Financial liabilities				
Borrowing	-	15,400,000	-	15,400,000
Investment liabilities	-	-	2,996,650	2,996,650
Derivative liabilities	-	983,743	-	983,743
Other liabilities (partial)	_	20,616	-	20,616
Total liabilities for which the				
fair value is disclosed	_	16,404,359	2,996,650	19,401,009

## 5. Fair value (Cont'd)

## 5.5 Fair value for assets and liabilities for which the fair value is disclosed at reporting date (Cont'd)

	Level 1 Thousand Baht	Level 2 Thousand Baht	Level 3 Thousand Baht	Total Thousand Baht
As at 31 December 2016 Assets for which the fair value is disclosed Financial assets				
Derivative assets Investment in securities	-	1,496,031	-	1,496,031
Held to maturity General investments	-	239,625,767	- 3,578,628	239,625,767 3,578,628
Mortgage loans, net Investment property Investment property	-	1,919,144	-	1,919,144
(including land)		-	14,200,000	14,200,000
Total asset for which the fair value is disclosed	_	243,040,942	17,778,628	260,819,570
Liabilities for which the fair value is disclosed Financial liabilities				
Borrowing	•	23,900,000	0.000.054	23,900,000
Investment liabilities Derivative liabilities Other liabilities (partial)	- - -	8,422,916 26,931	3,068,251	3,068,251 8,422,916 26,931
Total liabilities for which the fair value is disclosed	-	32,349,847	3,068,251	35,418,098

Debt securities classified as held-to-maturity are fair valued in the same manner as those classified as available-for-sale as described in Note 3.6.

The fair value of general investments, which quoted market prices is not available, is determined by discounted cash flow approach using internally developed financial modelling.

The Branch engaged an external independent and qualified appraiser to determine the fair value of the investment property as 30 November 2017. The valuation is based on sale comparison approach. The investment properties are valued on the basis of the highest and best use of the properties; records of recent sales and offerings of similar property are analysed and comparison made for such factors as size, location, quality and prospective use.

Other financial instruments not carried at fair value are typically short-term in nature. Accordingly, their carrying amount is a reasonable approximation of fair value. This includes cash and cash equivalents, accrued investment income, premium receivable, receivable from sale of investments, other assets, payable for purchase of investments, borrowing and other liabilities.

## 6. Critical accounting estimates and judgments

Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed reasonable under the circumstances.

The Branch makes estimates and assumptions concerning the future events. The resulting of accounting estimates may differ from the related actual results. The estimates and assumptions that are significant causing a risk of material adjustment to the carrying amounts of assets and liabilities within the next financial year are outlined below.

## 6.1 Product classification

The Branch issues contracts that transfer insurance risk or financial risk or both. Insurance contracts are those contracts that transfer significant insurance risk, while investment contracts are those contracts without significant insurance risk. The Branch exercises significant judgment to determine whether there is a scenario (other than those lacking commercial substance) in which an insured event would require the Branch to pay significant additional benefits to its customers.

In the event the Branch has to pay significant additional benefits to its customers, the contract is accounted for as an insurance contract. The accounting policy on product classification is described in Note 3.14.1

## 6.2 Insurance contract liabilities (including liabilities in respect of investment contracts with DPF)

The Branch calculates the insurance contract liabilities for traditional life insurance using a net premium valuation method, whereby the liability represents the present value of estimated future policy benefits to be paid, less the present value of estimated future net premiums to be collected from policyholders. This method uses assumptions approved by OIC without a provision for adverse deviation. Assumptions are set at the policy inception date and remained locked-in thereafter, unless a deficiency arises on liability adequacy testing. If the test shows that the liability is inadequate, the entire deficiency is recognised in profit or loss.

For contracts with an explicit account balance, such as universal life and unit-linked contracts, insurance contract liabilities represent the accumulation value, which represents premiums received and investment returns credited to the policy less deductions for mortality and morbidity costs and expense charges.

## 6.3 Liabilities adequacy testing

The Branch evaluates the adequacy of its insurance and investment contract liabilities with DPF quarterly. Significant judgment is exercised in determining the level of aggregation at which liability adequacy testing is performed and in selecting best estimate assumptions. Liability adequacy is assessed by portfolio of contracts in accordance with the Branch's manner of acquiring, servicing and measuring the profitability of its insurance contracts. The Branch performs liability adequacy testing at company level.

## 6. Critical accounting estimates and judgments (Cont'd)

## 6.4 Property, equipment, computer software and investment property

The Branch determines the estimated useful lives and residual values for the Branch's property, equipment, computer software and investment properties. Management will revise the depreciation charge where useful lives are different to previously estimated, or it will write off or write down technically obsolete or assets that have been abandoned or sold.

## 6.5 Allowance for doubtful account

The Branch recognises an allowance for doubtful accounts of loans which are not collected from debtors by assessment being based on analysis and ability of each debtor to make required payments.

## 6.6 Impairment of investments

The Branch determines an impairment of investments when there is objective evidence that the issuer of the securities has significant financial difficulties, has defaulted or breached the contract terms, or the securities are illiquid due to the issuer's financial difficulties or a high probability that an issuer would be bankrupt or is undergoing a rehabilitation plan or the securities are prolonged declining in value.

## 6.7 Employee benefits

The Branch has a legal and constructive commitment to pay post-retirement benefits to employees when they reach retirement age. The present value of employee benefit liabilities recognised in the statement of financial position is determined on an actuarial basis utilising various demographical and economic assumptions, for example, discount rate, salary increment rate, employee turnover rate and probability of each employee working with the Branch until termination.

## 7. Capital risk management

The Branch's objectives when managing capital are to safeguard the Branch's ability to continue as a going concern in order to meet policyholder liabilities whilst providing a return for Head Office and other stakeholders.

The Branch monitors its solvency capital in compliance with related regulations announced by the Office of Insurance Commission under the Risk-Based Capital framework under Life Insurance Act B.E 2535 and amended by Life Insurance Act No.2 B.E 2551 and No.3 B.E 2558 for the purpose of assessing the solvency capital requirement.

## 8. Change in accounting policies and presentation

## Change in accounting policies

During April-June 2017, the Branch partially revised the classification of held-to-maturity debt securities to available-for-sale due to a change in investment policy. The unrealised gain (loss) arising from the difference between the fair value and amortised cost of the debt securities was included in unrealised gain on changes in fair value of investments within Head Office's equity of Baht 20,175 million (Baht 16,140 million, net of tax) at the date of reclassification. The amortised cost of the transferred debt securities equaled to Baht 145,618 million. The realised gain from partial sale of reclassified debt securities during the year is Baht 739 million.

On January 1, 2017, the Branch has adopted the basis of incurred but not reported reserve (IBNR) to refine the measurement of the Branch's liabilities by applying retrospective adjustments. The effects of the changes to the Branch's statement of financial position as at 31 December 2016 and 1 January 2016 and statement of comprehensive income for the year ended 31 December 2016 are as follows:

## Statement of financial position

As at 1 January 2016, reinsurance assets increased by Baht 22 million, insurance liabilities increased by Baht 1,005 million, deferred tax liabilities decreased by Baht 197 million and retained earnings decreased by Baht 786 million.

As at 31 December 2016, reinsurance assets increased by Baht 27 million, insurance liabilities increased by Baht 937 million, deferred tax liabilities decreased by Baht 182 million and retained earnings decreased by Baht 728 million.

## Statement of comprehensive income

Gross benefits and claim paid decreased by Baht 67 million, benefits and claim paid recovered from reinsurers increased by Baht 6 million, income tax expense increased by Baht 15 million and net profit increased by Baht 58 million.

## Change in presentation

For disclosure purpose, the comparative figures are reclassified and presented to conform to the current period financial information. The significant reclassification transactions are as follows:

## Statement of financial position

- Reinsurance reserve amount to Baht 95 million as of 1 January 2016 is reclassified from insurance liabilities to reinsurance assets.
- Reinsurance reserve amount to Baht 90 million as of 31 December 2016 is reclassified from insurance liabilities to reinsurance assets.

## Statement of comprehensive income

- Change in unearned premium reserve amounting to Baht 5 million is reclassified to present under benefit and claim paid recovered from reinsurers.
- A decrease in commissions and brokerages amounting to Baht 1 million is reclassified to present under other underwriting expenses.

## 8. Change in accounting policies and presentation

## Change in accounting policies (Cont'd)

## Statement of cash flows

- Cash paid for investment in securities amount to Baht 5,314 million are reclassified to present cash paid for assets held to cover linked liabilities.
- Cash received from investment in securities amount to Baht 2,659 million are reclassified to present cash received from assets held to cover linked liabilities.
- Cash paid for investment in securities amount to Baht 2,654 million are reclassified to present written premium received from direct insurance.

## 9. Cash and cash equivalents

	2017 Thousand Baht	2016 Thousand Baht
Cash on hand Deposits held at call with banks and financial institutions Short-term investments	1,517 2,414,758 350,000	53,979 2,539,916 294,948
Cash and cash equivalents	2,766,275	2,888,843

## 10. Premium receivable

The balances of premium receivable as at 31 December 2017 and 2016 were aged as follows:

	From direct in	nsurance
	2017 Thousand Baht	2016 Thousand Baht
Current Overdue	5,332,074	5,281,660
Not over 30 days	1,347,939	1,366,328
31 - 60 days	16,061	6,083
61 - 90 days	7,404	1,374
Over 90 days	6,559	4,457
Total premium receivable	6,710,037	6,659,902

The premium receivable is aged by legal grace period or credit term.

## 11. Reinsurance assets

The details of reinsurance assets are as follows:

	2017 Thousand Baht	(Restated) 2016 Thousand Baht
Claim reserve (Note 35 (b))	26,434	23,363
Claim incurred but not reported	10,811	27,151
Unearned premium reserve	87,316	90,358
Others (Note 35 (b))	7,271	6,996
Total reinsurance assets	131,832	147,868

## 12. Amount due from reinsurance

Over 2 years

Total amount due from reinsurance

The details of amount due from reinsurance are as follows:

The details of amount due from reinsurance are as follows:		
	2017 Thousand Baht	2016 Thousand Baht
Due from reinsurance (Note 35 (b))	11,456	84,916
Total amount due from reinsurance	11,456	84,916
The amount due from reinsurance was aged as follows:		
	2017 Thousand Baht	2016 Thousand Baht
Current Overdue Not over 12 months 1-2 years	11,456 - -	84,916 - -

84,916

11,456

## 13. Derivative assets and liabilities

The details of derivative assets are as below:

	2017			
Type of contract	Purpose	Number of contracts	Notional value Thousand Baht	Book value Thousand Baht
Cross currency swap and forward contracts	Closing financial position of investment in foreign currency	216	66,715,811	2,764,836
Interest rate swap	Closing position of floating interest rate	201	<u>-</u>	
Total		417	66,715,811	2,764,836
	2016			
		<b>N</b>	Notional value	Book value
Type of contract	Purpose	Number of contracts	Thousand Baht	Thousand Baht
Cross currency swap and forward contracts	Closing financial position of investment in foreign currency	16	8,572,523	253,339
Interest rate swap	Closing position of floating interest rate	113	_	
Total		129	8,572,523	253,339

The details of derivative liabilities are as below:

	2017			
Type of contract	Purpose	Number of contracts	Notional value Thousand Baht	Book value Thousand Baht
Cross currency swap and forward contract	Closing financial position of investment in foreign			
	currency	122	36,083,800	1,282,922
Total		122	36,083,800	1,282,922
	2016			
Type of contract	Purpose	Number of contracts	Notional value Thousand Baht	Book value Thousand Baht
Cross currency swap and forward contract	Closing financial position of investment in foreign			
	currency	323	87,092,024	7,627,658
Total		323	87,092,024	7,627,658

As at 31 December 2017, the Branch has hedged the risk on foreign currency offshore bonds and debentures by entering into cross currency swap contracts and forward contracts with local banks and branches of foreign banks. The face value of these hedges is U.S. Dollar 3,078 million and Euro 1 million (As at 31 December 2016: U.S. Dollar 2,873 million and Euro 1 million) which were comprised of effective contracts of U.S. Dollar 2,751 million and Euro 1 million and non-effective contracts of U.S. Dollar 327 million (As at 31 December 2016: effective contracts of U.S. Dollar 2,576 million and Euro 1 million and non-effective contracts of U.S. Dollar 297 million).

## 14. Investment in securities, net

The details of investment in securities as at 31 December 2017 and 2016 are as follows:

	20	17	2016		
	Cost/ Amortised cost Thousand Baht	Fair value Thousand Baht	Cost/ Amortised cost Thousand Baht	Fair value Thousand Baht	
Trading securities					
Private enterprise debt securities	424	1,417	222	1,639	
Total <u>Add</u> Unrealised gain	424 993	1,417	222 1,417	1,639	
Total trading securities	1,417	1,417	1,639	1,639	
Available-for-sale securities Government and state enterprise securities Private enterprise debt securities Foreign debt securities Equity securities Foreign equity securities	422,297,137 47,116,475 96,308,322 70,953,577 27,984	456,569,847 49,949,594 100,933,854 121,297,578 7,246	275,969,464 31,173,711 48,341,650 55,833,297 6,730,559	300,110,983 32,923,442 48,256,188 94,182,376 6,315,232	
Total <u>Add</u> Unrealised gain <u>Less</u> Provision for impairment	636,703,495 92,391,335 (336,711)	728,758,119 - -	418,048,681 64,360,163 (620,623)	481,788,221 - -	
Total available-for-sale, net	728,758,119	728,758,119	481,788,221	481,788,221	
Held-to-maturity securities Government and state enterprise securities Promissory notes Private enterprise debt securities Foreign debt securities Deposit with financial institutions with maturity over 3 months	51,500,000 - - - 4,300,000	51,500,000 - - - 4,300,000	113,862,878 51,500,000 8,410,049 41,753,019 4,650,000	126,634,126 51,500,000 9,765,604 47,176,037 4,650,000	
Total	55,800,000	55,800,000	220,175,946	239,725,767	
Less Provision for impairment		-	(100,000)	(100,000)	
Total held-to-maturity securities, net	55,800,000	55,800,000	220,075,946	239,625,767	
General investments Equity securities	932,085	3,632,352	932,085	3,578,628	
Total general investment	932,085	3,632,352	932,085	3,578,628	
Total investment in securities, net	785,491,621	788,191,888	702,797,891	724,994,255	

# 14. Investment in securities, net (Cont'd)

## 14.1 The maturity of debt securities

The details of debt securities classified as available-for-sale and held-to-maturity are aged as follows:

							Unit: Th	Unit: Thousand Baht
		~	2017			Ñ	2016	
		Maturing within	nin			Maturing within	<u></u>	
	1 year	1 - 5 years	1 - 5 years Over 5 years	Total	1 year	year 1-5 years	Over 5 years	Total
Available-for-sale								
Government and state enterprise securities Government bonds State enterprise bonds	11,897,276	79,052,839 6,177,472	311,407,803 12,320,369	402,357,918 19,939,219	2,356,351	20,875,114 3,188,739	238,271,249 11,278,011	261,502,714 14,466,750
Total <u>Add</u> Unrealised gain	13,338,654 (182,820)	85,230,311 822,894	323,728,172 33,632,636	422,297,137 34,272,710	2,356,351	24,063,853 1,322,889	249,549,260 22,806,228	275,969,464 24,141,519
Total	13,155,834	86,053,205	357,360,808	456,569,847	2,368,753	25,386,742	272,355,488	300,110,983
Private enterprise securities Bill of exchanges Debentures	1,452,154 809,882	286,210 6,003,367	38,564,862	1,738,364 45,378,111	2,584,998	1,643,716 4,624,918	- 22,320,079	1,643,716
Total <u>Add</u> Unrealised gain <u>Less</u> Allowance for impairment	2,262,036 51,122 (100,000)	6,289,577	38,564,862 2,503,359	47,116,475 2,933,119 (100,000)	2,584,998 47,387	6,268,634 457,069	22,320,079 1,245,275	31,173,711 1,749,731
Total	2,213,158	6,668,215	41,068,221	49,949,594	2,632,385	6,725,703	23,565,354	32,923,442

# 14. Investments in securities, net (Cont'd)

# 14.1 The maturity of debt securities (Cont'd)

The details of debt securities classified as available-for-sale and held-to-maturity are aged as follows: (Cont'd)

					(		Unit: Th	Unit: Thousand Baht
		ั	2017			2	2016	
	4	Maturing within	٩			Maturing within	in	
	1 year	1 - 5 years	Over 5 years	Total	1 year	1 - 5 years	Over 5 years	Total
Available-for-sale (Cont'd)								
Foreign securities Bonds	336,901	60,410	15,655,776	16,053,087	ı	391,616	2,206,911	2,598,527
State enterprise bonds Debentures	899,420	4,348,422 1,087,493	39,520,465 34,399,435	44,768,307 35,486,928	1 1	2,650,525 1,090,628	14,832,349 27,169,621	17,482,874 28,260,249
Total Add ( <u>Less)</u> Unrealised gain (loss)	1,236,321	5,496,325 96,115	89,575,676 4,513,997	96,308,322 4,625,532	1 1	4,132,769 282,156	44,208,881	48,341,650 (85,462)
Total	1,251,741	5,592,440	94,089,673	100,933,854	1	4,414,925	43,841,263	48,256,188
Total available-for-sale, net	16,620,733	98,313,860	492,518,702	607,453,295	5,001,138	36,527,370	339,762,105	381,290,613
Held-to-maturity								
Government and state enterprise securities Government bonds	•	t	1	ı	15,690,995	73,186,695	19,800,818	108,678,508
State enterprise bonds Promissory notes	1 1	1 1	51,500,000	51,500,000	476,425	3,707,945	1,000,000 51,500,000	5,184,370 51,500,000
Total	-	•	51,500,000	51,500,000	16,167,420	76,894,640	72,300,818	165,362,878
Private enterprise securities Debentures	1	ı	,	1	750,000	822,606	6,837,443	8,410,049
Others		4,300,000		4,300,000	350,000	4,300,000		4,650,000
Total <u>Less</u> Allowance for impairment	1 1	4,300,000	1 1	4,300,000	1,100,000 (100,000)	5,122,606	6,837,443	13,060,049 (100,000)
Total		4,300,000		4,300,000	1,000,000	5,122,606	6,837,443	12,960,049

# 14. Investments in securities, net (Cont'd)

# 14.1 The maturity of debt securities (Cont'd)

The details of debt securities classified as available-for-sale and held-to-maturity are aged as follows: (Cont'd)

							Unit: Th	Unit: Thousand Baht
		26	2017			20	2016	
	2	<b>Maturing within</b>	Ē			<b>Maturing within</b>		
	1 year	-	- 5 years Over 5 years	Total	1 year		1-5 years Over 5 years	Total
Held-to-maturity (Cont'd)								
Foreign securities								
Bonds	•	ı	•	1	2,524,621	43,785	2,993,899	5,562,305
State enterprise bonds	•	•		•	•	1,976,438	31,494,725	33,471,163
Debentures		*		•	1,614,000	*	1,105,551	2,719,551
Total ·		•		•	4,138,621	2,020,223	35,594,175	35,594,175 41,753,019
Total held-to-maturity, net	The state of the s	4,300,000	51,500,000	55,800,000 21,306,041	21,306,041	84,037,469	84,037,469 114,732,436 220,075,946	220,075,946
Total investment in debt securities, net	16,620,733	102,613,860	16,620,733 102,613,860 544,018,702 663,253,295 26,307,179 120,564,839 454,494,541 601,366,559	663,253,295	26,307,179	120,564,839	454,494,541	601,366,559

As at 31 December 2017, the Branch had government bonds and promissory notes deposited with the Office of Insurance Commission in order to comply with the Life Insurance Act with a fair value amounting to Baht 155,349 million (As at 31 December 2016: Baht 139,278 million).

## 15. Investment in associates

The Branch has interests in an immaterial associate.

Investment in associates are accounted by using the cost method as at 31 December 2017 and 2016 as follows:

		Ownership in	terest	Cost me	ethod
Associates	Type of business	2017 %	2016 %	2017 Thousand Baht	2016 Thousand Baht
P.C AIA Company Limited	Real estate	49	49	171,500	171,500
Total			_	171,500	171,500

The Branch has not presented financial statements in which investments in associates are accounted for using the equity method because the ultimate holding company (AIA Group) uses the equity method in the consolidated financial statements which are available for public use. This is permitted under TAS 28 (revised 2016) "Investment in Associates and Joint Ventures".

Accrued interests are presented under "Accrued investment income" on Statement of Financial Position.

# AIA Company Limited Notes to the Financial Statements For the year ended 31 December 2017

## 16. Loans, net

The details of loans and accrued interests as at 31 December 2017 and 2016 are aged by outstanding period as follows:

				2017				Unit: Tho	Unit: Thousand Baht
	Policy loans	oans	Mortgage loans	e loans	Loans to employees	mployees	Total		
	Principle	Accrued Interest	Princinle	Accrued	Drinciple	Accrued	Dringle	Accrued	- - -
Outstanding period				162121111		100000	adiomi	ווובובאו	lotai
Current Overdue	28,194,458	822,327	1,498,156	1,098	168	1	29,692,782	823,425	30,516,207
Less than 3 months	ı	ı	7,333	36	1	•	7,333	36	7.369
3 - 6 months	1	1	1	•	1	1	1	, I	)
6 - 12 months	•	•	361	1	1	1	361	•	361
More than 12 months	1		49,197				49,197	•	49,197
Total <u>Less</u> Allowance for doubtful accounts	28,194,458	822,327	1,555,047 (23,952)	1,134	168	1 1	29,749,673 (23,952)	823,461	30,573,134 (23,952)
Loans and accrued interests, net	28,194,458	822,327	1,531,095	1,134	168	9	29,725,721	823,461	30,549,182
				2016				Unit: Tho	Unit: Thousand Baht
	Policy loans	oans	Mortgage loans	e loans	Loans to employees	mployees	Total	The state of the s	
	Principle	Accrued	Princinle	Accrued	Principle	Accrued	Drincinle	Accrued	
Outstanding period			200	100		160101111		1631531	800
Current Overdue	25,654,614	762,728	1,880,323	1,437	62	1	27,534,999	764,165	28,299,164
Less than 3 months 3 - 6 months	1	1	9,136	93	ı	ı	9,136	93	9,229
6 - 12 months	1 1	1 1	3,702	1 1	1 1		3,702		3,702
More than 12 months	1	•	56,622	1		1	56,622	•	56,622
Total <u>Less</u> Allowance for doubtful accounts	25,654,614	762,728	1,949,783 (30,639)	1,530	62	7 1	27,604,459	764,258	28,368,717 (30,639)
Loans and accrued interests, net	25,654,614	762,728	1,919,144	1,530	62	F	27,573,820	764,258	28,338,078

## 17. Investment property

					2017				Unit : TI	Unit: Thousand Baht
			Cost				Accumulate	Accumulated depreciation	uc	
	Beginning	<b>3</b> L	For the year		Ending	Beginning	For the year	year	Endina	
	balance 1 January				balance 31 December	balance 1 January	Depreciation		balance 31 December	Investment
	2017	2017 Additions	Transfer	Write-off	2017	2017	charge	Write-off	2017	property
Land	3,143,285	•	•	1	3,143,285	1	•	•	1	3 143 285
Buildings and improvements	5,998,203	31,401	1	ı	6,029,604	331.765	156.146	•	487 911	5 541 693
Furniture, fixture, and equipment	210,021	180	14,263	ı	224,464	23,256	25,690	1	48.946	175,518
Construction in progress	10,482	38,686	(14,263)	1	34,905			t	•	34,905
Total	9,361,991	70,267		•	9,432,258	355,021	181,836		536,857	8,895,401
					2016				Unit : T	Unit : Thousand Baht
			Cost				Accumulate	Accumulated depreciation	Ę	
	Beginning		For the year		Ending	Beginning	For the year	year	Ending	
	balance 1 January 2016	Additions	Transfer	Write-off	balance 31 December 2016	balance 1 January 2016	Depreciation charge	Write-off	balance 31 December 2016	Investment property
Land	3,143,285	•	•	•	3.143.285		1		<b>,</b>	3 143 285
Buildings and improvements	5,984,661	28,071	' 6	(14,529)	5,998,203	179,180	153,100	(515)	331,765	5,666,438
Construction in progress	132,754	70,370	192,642	1 1	210,021	E I	23,256	' '   	23,256	186,765 10,482
Total	9,260,700	115,820		(14,529)	9,361,991	179,180	176,356	(515)	355,021	9,006,970

For the year ended 31 December 2017, the investment that generated rental income amounting to Baht 805 million (31 December 2016: Baht 704 million) and its direct operating expenses (including repair and maintenance) arise from investment property that generated rental income amounting to Baht 445 million (31 December 2016: Baht 426 million).

The details of investment property's fair value is disclosed in Note 5.

## 18. Assets held to cover linked liabilities

_	2017 Thousand Baht	2016 Thousand Baht
Investment in mutual funds - debt securities	4,163,279	3,233,135
Investment in mutual funds - equity securities	10,948,725	6,997,563
Total _	15,112,004	10,230,698

AIA Company Limited Notes to the Financial Statements For the year ended 31 December 2017

## 19. Property, plant and equipment

Unit: Thousand Baht			Property, plant and equipment	52,637	87,171	438,344 71,667 10,649	13,951	674,419	Unit: Thousand Baht			Property, plant and equipment	52,637	94,548	340,875 39,806 11,650	539,516
Unit: Th		Ending	balance 31 December 2017	t	612,879	1,582,609 791,399 29,361	ı	3,016,248	Unit : Th		Ending	balance 31 December 2016	1	605,502	1,591,517 779,303 24,501	3,000,823
	sciation		Disposals	•	1	(16,886) (12,202) -		(29,088)		tion		3 Disposals	,	ı	- (148,064) (7,457)	(155,521)
	Accumulated depreciation	For the year	Write off	1	1	(99,580) (2,833) -	1	(102,413)		Accumulated depreciation	For the year	Write off	ŧ	•	(1,360)	(5,638)
	Accum		Depreciation charge	ı	7,377	107,558 27,131 4,860	•	146,926		Accumulat	For th	Depreciation charge Wr	ι	11,656	110,575 28,494 4,541	155,266
		Beginning	balance 1 January 2017	•	605,502	1,591,517 779,303 24,501	•	3,000,823			Beginning	balance January De <sub>l</sub> 2016	•	593,846	1,482,302 903,151 27,417	3,006,716
2017		Ending	balance 31 December 2017	52,637	700,050	2,020,953 863,066 40,010	13,951	3,690,667	2016		Ending Be	balance 31 December 1 , 2016	52,637	700,050	1,932,392 1, 819,109 36,151	3,540,339 3,
		and the second	Transfer	1	•	161,091	(161,091)	1					•	ı	- ,667) ,457)	(24)
		ear	Disposals	ı	1	(16,897) (12,202) -	•	(29,099)				Disposals			(178	(186,124)
Cost	1500	For the year	Write off [	1	ı	(99,805) (2,833) -	• ]	(102,638)		Cost	For the year	Write off	1	•	(1,360) (4,308)	(5,668)
			Additions	1	ı	44,172 58,992 3,859	175,042	282,065 (				Additions	•	•	25,708 26,097 10,633	62,438
		Peginning	Dalance 1 January 2017	52,637	700,050	1,932,392 819,109 36,151	1	3,540,339			Beginning	balance 1 January 2016	52,637	700,050	1,908,044 975,987 32,975	3,669,693
				Land Buildings and	improvements Furniture,	fixtures and equipment Computer hardware Motor vehicles Construction	in progress	Total					Land Buildings and	improvements Furniture,	fixtures and equipment Computer hardware Motor vehicles	Total

## 20. Intangible assets

Intangible assets consist of computer software, distribution rights, copyrights and membership as follows:

				2017			Unit : Tho	Unit: Thousand Baht
	:	Cost	st		Accu	Accumulated amortisation	ation	
	Beginning	For the year	year	Ending	Beginning	For the year	Ending	
	balance 1 January 2017	Additions	Transfer	balance 31 December 2017	balance 1 January 2017	Amortisation charge	balance 31 December 2017	Intangible assets
Computer software Other Work in progress	1,245,842 72,671 204,149	74,276 - 143,951	109,688	1,429,806 72,671 238,412	946,922 47,755	101,812 13,166 -	1,048,734 60,921	381,072 11,750 238,412
Total	1,522,662	218,227		1,740,889	994,677	114,978	1,109,655	631,234
			•	2016			Unit: Tho	Unit: Thousand Baht
		ŏ	Cost		Acc	Accumulated amortisation	sation	
	Beginning	For the year	year	Ending	Beginning	For the year	Ending	
	balance 1 January 2016	Additions	Transfer	balance 31 December 2016	balance 1 January 2016	Amortisation charge	balance 31 December 2016	Intangible assets
Computer software Other	1,215,145	6,004	24,693	1,245,842	862,014	84,908	946,922	298,920 24.916
Work in progress	71,218	157,624	(24,693)	204,149	-		1	204,149
Total	1,359,034	163,628	•	1,522,662	895,269	99,408	994,677	527,985

## 21. Other assets

	2017 Thousand Baht	2016 Thousand Baht
Prepaid leasehold (Note 35 (b))	377,315	405,221
Deposits (Note 35 (b))	151,596	155,310
Amounts due from a related party (Note 35 (b))	70,010	60,279
Receivable from sale of investments	1,255,761	1,329,784
Cash collateral from derivative contract	7 070	7 200 604
and repurchase agreement (Repo)	7,378	7,300,694
Others	219,945	286,699
Total	2,082,005	9,537,987

Cash collateral from derivative contracts and repurchase agreement (Repo) is cash collateral which the Branch pledged under the derivative contracts and repurchase agreement (Repo) with financial institutions.

## 22. Borrowings

The details of borrowings are presented below:

## Short term borrowings

		2017		2016
	Principal Thousand Baht	Accrued interest Thousand Baht	Principal Thousand Baht	Accrued interest Thousand Baht
Borrowings with repurchase agreement (Repo)	15,400,000	20,616	23,900,000	26,931
Total	15,400,000	20,616	23,900,000	26,931

As at 31 December 2017, the Branch had sold government bonds with Repurchase Agreements (Repo) to commercial banks as collateral for borrowings with the same amount. The certain government bonds have nominal value amounting to Baht 13,365 million. The interest rate of the borrowing agreement was 1.50% per annum (As at 31 December 2016: The certain government bonds had nominal value amounting to Baht 22,192 million. The interest rate of the borrowing agreement was 1.50% to 1.55% per annum).

The accrued interests are presented under "Other liabilities" on Statement of Financial Position.

## Subsequent event after the financial statements date

In January 2018, the Branch repurchased all of the government bonds from the commercial banks amounting to Baht 15,426 million.

AIA Company Limited Notes to the Financial Statements For the year ended 31 December 2017

## 23. Insurance liabilities

					Cnit:	Unit: Thousand Baht
	The second secon	2017		2	2016 (Restated)	
	Insurance contract liabilities	Liabilities recovered from reinsurance	Net	Insurance contract liabilities	Liabilities recovered from reinsurance	Net
Long-term technical reserves Claim liahility	546,607,901	1	546,607,901	518,685,747		518,685,747
- Reported claim - Claim incurred but not reported Premium liability	1,369,961 626,543	(33,705)	1,336,256 615,732	1,273,990 937,428	(30,359) (27,151)	1,243,631
- Unearned premium reserve Unpaid policy benefits	13,191,178 583,128	(87,316)	13,103,862 583,128	12,829,958 508,678	(90,358)	12,739,600 508,678
Due to insured	79,907,490	1	79,907,490	69,348,888	1	69,348,888
Total	642,286,201	(131,832)	642,154,369	603,584,689	(147,868)	603,436,821

## 23. Insurance liabilities (Cont'd)

## 23.1 Long-term technical reserves

The movement details are below:

	2017 Thousand Baht	2016 Thousand Baht
Beginning balance for the year Policy reserve movement for new policies	518,685,747	496,997,652
and inforce policies during the year  Net movement in benefits payable to life policyholders for death, maturity, surrenders, other policyholders benefits	69,129,084	72,597,854
and claims	(41,674,557)	(51,140,934)
Others	467,627	231,175
Closing balance at the end of year	546,607,901	518,685,747

Long-term technical reserves are calculated using Net Premium Valuation method for traditional life products. The mortality table used are industry mortality tables prescribed by OIC, i.e. Thai Mortality Table for Ordinary Life. The interest rate assumptions used vary by products and range from 2.0% to 6.0%. These assumptions are locked-in at policy issue. For non-traditional life products, e.g. universal life and unit-linked, the non-unit reserve is calculated as a percentage of cost of insurance in current month.

Aging of insurance contract liabilities' repayment based on current estimate is as follows:

	2017 Thousand Baht	2016 Thousand Baht
Repayment within 1 year Repayment between 1-5 years Repayment over 5 years	53,439,567 325,301,722 1,324,469,873	49,686,813 294,023,510 1,407,589,500
Total	1,703,211,162	1,751,299,823

## 23. Insurance liabilities (Cont'd)

## 23.2 Short-term technical reserves

## 23.2.1 Claim liability

The movement details are below:

	2017 Thousand Baht	(Restated) 2016 Thousand Baht
Beginning balance for the year	2,211,418	2,517,403
Insurance claims and loss adjustment expenses incurred during the year	14,892,811	15,127,539
Changes in claim reserve from change In assumption during the year	(310,885)	(67,095)
Insurance claims and loss adjustment expenses paid during the year	(14,796,840)	(15,366,429)
Closing balance at the end of year	1,996,504	2,211,418

## 23.2.2 Unearned premium reserve

	2017 Thousand Baht	(Restated) 2016 Thousand Baht
Beginning balance for the year Premium written for the year Premium earned in the year	12,829,958 22,578,983 (22,217,763)	12,643,801 30,079,764 (29,893,607)
Closing balance at the end of year	13,191,178	12,829,958

## 23. Insurance liabilities (Cont'd)

## 23.3 Claim Development Table

23.3.1 Claim development table before reinsurance

'					Unit: I	Unit: Thousand Baht
Incident Year / Reported Year	2013	2014	2015	2016	2017	Total
Estimated claim:						
<ul> <li>At the end of the year</li> </ul>	9,788,993	12,486,015	14,247,970	15,253,827	14,590,794	66,367,599
- After 1 year	10,625,391	13,176,851	15,035,602	15,915,893		54,753,737
- After 2 year	10,633,365	13,200,545	15,052,297	•	•	38,886,207
- After 3 year	10,642,961	13,205,148		1	1	23,848,109
- After 4 year	10,656,600	1	1	ı	1	10,656,600
Absolute estimated claim	10,656,616	13,205,660	15,057,394	15,938,841	16,558,725	71,417.236
Cumulative claim paid	10,656,600	13,205,148	15,052,297	15,915,893	14,590,794	69,420,732
Total claim reserve	16	512	5,097	22,948	1,967,931	1,996,504

The claim development pattern before and after reinsurance are consistent as the ceded portion of short-term business is not material.

## 23. Insurance liabilities (Cont'd)

## 23.4 Unpaid policy benefits

The details are as below:

	2017 Thousand Baht	(Restated) 2016 Thousand Baht
Death benefits Surrender	583,128 	507,969 709
Total	583,128	508,678

## 23.5 Due to insured

The details of due to insured are presented below:

	2017 Thousand Baht	2016 Thousand Baht
Deposits from insurance contracts	54,084,240	49,268,964
Account value of universal life insurance contracts	10,711,246	9,849,226
Account value of unit linked insurance contracts	15,112,004	10,230,698
Total	79,907,490	69,348,888

## 24. Investment liabilities

	2017 Thousand Baht	2016 Thousand Baht
Beginning balance for the year Investment contract benefits Change in investment contract liabilities	3,068,251 (200,896) 129,295	3,460,565 (549,150) 156,836
Closing balance at the end of year	2,996,650	3,068,251

## 25. Amount due to reinsurance

	2017 Thousand Baht	2016 Thousand Baht
Fund reserve Outward premium payable (Note 35 (b))	8,458 198,726	6,289 108,274
Total amount due to reinsurance	207,184	114,563

## 26. Employee benefit liabilities

	2017 Thousand Baht	2016 Thousand Baht
Short-term employee benefits Long-term employee benefits	451,903 2,914,848	382,120 2,818,661
	3,366,751	3,200,781

## 26.1 Long-term employee benefits

The long-term employee benefits comprise of provision for severances benefit under Thai Labour Law and other defined benefit plans. All of them are unfunded obligations. The amounts recognised in the statements of financial position are as follows:

	2017 Thousand Baht	2016 Thousand Baht
Present value of employee benefits obligations	2,914,848	2,818,661
	2,914,848	2,818,661
The amounts recognised in profit or loss are as follows:		
	2017 Thousand Baht	2016 Thousand Baht
Current service cost	Thousand	Thousand
Current service cost Interest cost	Thousand Baht	Thousand Baht
	Thousand Baht 92,072	Thousand Baht 88,207

Changes in the present value of the long-term employee benefits are as follows:

	2017 Thousand Baht	2016 Thousand Baht
Beginning of the year	2,818,661	2,143,602
Current service cost	92,072	88,207
Interest cost	64,214	67,906
Remeasurements of long-term employee benefits	(23,129)	544,712
Others	11,441	15,782
<u>Less</u> Benefits paid	(48,411)	(41,548)
Ending of the year	2,914,848	2,818,661

## 26. Employee benefit liabilities (Cont'd)

## 26.1 Long-term employee benefits (Cont'd)

Principal actuarial assumptions at 31 December are shown as follows:

	2017	2016
Discount rate Future salary increases Mortality assumption	2.50% - 3.50% 4.00% - 6.00% 80% Mortality 2017	2.00% - 2.75% 4.00% - 6.00% 65% Mortality 2008

	Impact on	defined benefit obl	igation
	Change in assumption	Increase in assumption	Decrease in assumption
Discount rate Future salary	0.5% 1%	Decrease by 7% Increase by 12%	Increase by 7% Decrease by 11%

The above sensitivity analysis are based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligation to significant actuarial assumptions the same method (present value of the defined benefit obligation calculated with the projected unit credit method at the end of the reporting period) has been applied as when calculating the employee benefit obligations recognised within the statement of financial position.

The weighted average duration of the defined benefit obligation is 15 years.

Expected maturity analysis of undiscounted long-term employee benefits:

	Less than a year Thousand Baht	Between 1 - 5 years Thousand Baht	Over 5 years Thousand Baht	Total Thousand Baht
At 31 December 2017 Long-term employee benefits	140,029	406,488	4,387,332	4,933,849
Total	140,029	406,488	4,387,332	4,933,849
At 31 December 2016 Long-term employee benefits	84,693	385,830	3,857,294	4,327,817
Total	84,693	385,830	3,857,294	4,327,817

## 26.2 Provident fund

The Branch and its employees have jointly established a provident fund scheme under the Provident Fund Act B.E. 2530 whereby contributions are made by both the employees and the Branch. The fund is managed by an authorized fund manager and will be paid to the employees upon retirement or cessation of employment in accordance with the rules of the fund. For the year ended 31 December 2017, Baht 189 million (2016: Baht 174 million) has been contributed to the fund by the Branch which presented in Statement of Comprehensive Income.

## 27. Deferred tax

	Net deferred tax asset/ (liability) at 1 January 2017 Thousand Baht	Credited/ (charged) to profit or loss Thousand Baht	Credited/ (charged) to Head Office's Equity Thousand Baht	Net deferred tax asset/ (liability) at 31 December 2017 Thousand Baht
For the year ended Revaluation of investment	(12,335,137)	35,428	(9,460,044)	(21,759,753)
Insurance and investment liabilities	3,446,374	(486,062)	-	2,960,312
Provision of expenses Other	2,832,303 (1,146,905)	64,481 10,271	(4,626)	2,892,158 (1,136,634)
Total	(7,203,365)	(375,882)	(9,464,670)	(17,043,917)
		(Resta	ated)	
	Net deferred			Net deferred
	tax asset/	Credited/	Credited/	tax asset/
	tax asset/ (liability) at	Credited/ (charged) to	Credited/ (charged) to	tax asset/ (liability) at
	tax asset/	Credited/	Credited/ (charged) to Head Office's	tax asset/
	tax asset/ (liability) at 1 January 2016 Thousand	Credited/ (charged) to profit or loss Thousand	Credited/ (charged) to Head Office's Equity Thousand	tax asset/ (liability) at 31 December 2016 Thousand
For the vear ended	tax asset/ (liability) at 1 January 2016	Credited/ (charged) to profit or loss	Credited/ (charged) to Head Office's Equity	tax asset/ (liability) at 31 December 2016
For the year ended Revaluation of investment Insurance and investment	tax asset/ (liability) at 1 January 2016 Thousand	Credited/ (charged) to profit or loss Thousand	Credited/ (charged) to Head Office's Equity Thousand	tax asset/ (liability) at 31 December 2016 Thousand
<b>₩</b>	tax asset/ (liability) at 1 January 2016 Thousand Baht	Credited/ (charged) to profit or loss Thousand Baht	Credited/ (charged) to Head Office's Equity Thousand Baht	tax asset/ (liability) at 31 December 2016 Thousand Baht
Revaluation of investment Insurance and investment	tax asset/ (liability) at 1 January 2016 Thousand Baht (10,209,152)	Credited/ (charged) to profit or loss Thousand Baht	Credited/ (charged) to Head Office's Equity Thousand Baht	tax asset/ (liability) at 31 December 2016 Thousand Baht (12,335,137)
Revaluation of investment Insurance and investment liabilities	tax asset/ (liability) at 1 January 2016 Thousand Baht (10,209,152) 4,999,043	Credited/ (charged) to profit or loss Thousand Baht (58,853)	Credited/ (charged) to Head Office's Equity Thousand Baht	tax asset/ (liability) at 31 December 2016 Thousand Baht (12,335,137) 3,446,374

## 28. Other liabilities

	2017 Thousand Baht	2016 Thousand Baht
Accrued commissions and expenses	6,037,226	5,633,069
Payable for purchase of investments	694,608	8,744
Unpresented cheques payable	2,402,060	2,618,465
Expired cheques payable	2,385,253	2,254,722
Due commissions and expenses	737,107	767,576
Payable to related parties (Note 35 (b))	762,271	906,414
Agents payable	1,293,481	1,532,445
Cash collateral from derivative contract	4,817,774	-
Other accounts payable	272,921	254,927
Others	1,266,650	1,026,089
Total	20,669,351	15,002,451

Cash collateral from derivative contracts is cash collateral which financial institutions pledged under the derivative contracts with the Branch.

## 29. Gross benefits and claim paid

	2017 Thousand Baht	(Restated) 2016 Thousand Baht
Insurance contract benefits	70,961,486	75,071,400
Change in investment contract liabilities	129,295	156,836
Total	71,090,781	75,228,236

## 30. Share-based compensation

As at 31 December 2017, the Branch has share-based compensation in accordance with Group policy using share price of AIA Group Limited which is ultimate holding company.

During the year 2017, there are 4 share-based compensation plans to employees and agents as detailed below:

## Restricted Share Unit Scheme

Under the RSU Scheme, the vesting of the granted RSUs is conditional upon the eligible participants remaining in employment with the AIA Group during the respective vesting periods. For certain RSUs, performance conditions are also attached which include both market and non-market conditions. RSUs subject to performance conditions are released to the employees at the end of vesting period depending on the actual achievement of the performance condition. During the vesting period, the eligible participants are not entitled to dividends of the underlying shares.

	2017 Number of shares	2016 Number of shares
As at 1 January Granted Vested Transfer in (out) Forfeited	4,665,506 1,276,158 (1,497,143) (57,419) (555,394)	4,611,748 1,585,132 (1,284,002) 964,502 (1,211,874)
As at 31 December	3,831,708	4,665,506

## 30. Share-based compensation (Cont'd)

## Share Option Scheme

The objectives of the SO Scheme are to align eligible participants' interests with those of the shareholders of the AIA Group by allowing eligible participants to share in the value created at the point they exercise their options. Share option ('SO') grants are vested entirely after a specific period of time, during which, the eligible participants are required to remain in employment with the AIA Group. The granted share options expire ten years from the date of grant.

	20	17	20	16
·	Number of options	Weighted - average exercise price per share (HK\$)	Number of options	Weighted - average exercise price per share (HK\$)
As at 1 January	1,321,907	35.13	402,979	36.15
Granted	98,954	50.30	154,057	41.90
Exercised	(446,324)	30.89	(381,694)	27.56
Transfer in	-	-	1,371,415	33.12
Forfeited	(53,954)	44.15 _	(224,850)	42.20
As at 31 December	920,583	38.28 _	1,321,907	35.13

## Employee share purchase plan

Under the plan, eligible employees of the Branch can purchase ordinary shares of the AIA Group with qualified employee contributions and the Branch will award one matching restricted stock purchase unit to them at the end of the vesting period for each two shares purchased through the qualified employee contributions ('contribution shares'). Contribution shares are purchased from the open market. During the vesting period, the eligible employees must hold the contribution shares purchased during the plan cycle and remain employed by the AIA Group.

For the year ended 31 December 2017, the eligible employees paid Baht 63 million to purchase 247,081 ordinary shares of the AIA Group (2016: paid Baht 44 million to purchase 210,166 ordinary shares of the AIA Group).

## Agent Share Purchase Plan

The structure of ASPP generally follows that of ESPP, the key difference being that the eligible agents are required to pay a subscription price of US\$1 to subscribe for each new share in the AIA Group at the end of the vesting period. Under the plan, eligible agents of the Branch can purchase ordinary shares of the AIA Group with qualified agent contributions and the Branch will award one matching restricted stock subscription unit to them at the end of the vesting period for each two shares purchased through the qualified agent contributions (agent contribution shares). Each restricted stock subscription unit entitles eligible agents to subscribe for one new share of AIA Group. Agent contribution shares are purchased from the open market. During the vesting period, the eligible agents must hold the contribution shares purchased during the plan cycle and maintain their agent contracts with the AIA Group.

For the year ended 31 December 2017, the eligible agents paid Baht 129 million to purchase 516,872 ordinary shares of the AIA Group (2016: paid Baht 123 million to purchase 573,633 ordinary shares of the AIA Group).

## 30. Share-based compensation (Cont'd)

## Accounting treatment and assumption for valuation of share-based payment

The Branch utilises a binomial lattice model to calculate the fair value of the share option grants, a Monte-Carlo simulation model and/or discounted cash flow technique to calculate the fair value of the RSU, SO, ESPP and ASPP awards. The Branch records in accordance with the Branch's allocation based on the Branch's employees and agents who are eligible in each plan. The total recognised compensation cost for the year ended 31 December 2017 amount of Baht 257 million (2016: Baht 245 million) and the other reserve in Head Office's equity as at 31 December 2017 amount of Baht 91 million (2016: Baht 75 million).

Assumptions	Share option scheme	Restricted share unit scheme	Employee share purchase plan	Agent share purchase plan
Risk-free interest rate (%)	1.90	1.29	0.90 - 1.29	1.25
Volatility (%)	20.00	20.00	20.00	20.00
Dividend yield (%) Weighted average fair value per option/unit at measurement	1.80	1.80	1.80	1.80
date (HK\$)	10.27	39.53	59.60	45.83

## 2016

Assumptions	Share option scheme	Restricted share unit scheme	Employee share purchase plan	Agent share purchase plan
Risk-free interest rate (%)	1.25	0.74	0.47 - 0.72	0.91
Volatility (%)	20.00	20.00	20.00	20.00
Dividend yield (%) Weighted average fair value per option/unit at measurement	1.80	1.80	1.20 - 1.80	1.80
date (HK\$)	7.74	34.07	44.03	34.99

## 31. Operating expenses

	2017 Thousand Baht	2016 Thousand Baht
Employee expenses not relating to underwriting		
expenses, and loss adjusting expenses	3,290,868	3,094,285
Property and equipment expenses not relating		
to underwriting expenses, and loss adjusting expenses	1,619,521	1,475,975
Tax expenses	22,188	21,294
Other operating expenses	2,056,284	1,808,866
Total	6,988,861	6,400,420

## 32. Employee benefit expenses

	2017 Thousand Baht	2016 Thousand Baht
Salary, overtime and bonus	2,852,493	2,549,145
Provident fund	189,316	173,877
Provision for long-term employee benefits	167,727	171,895
Share-based payment	211,908	209,082
Other employee benefit expenses	304,051	273,983
Total employee benefit expenses	3,725,495	3,377,982

## 33. Income tax expense

	2017 Thousand Baht	(Restated) 2016 Thousand Baht
Income tax expense Current income tax on taxable profits for the year Deferred income tax on temporary differences (Note 27)	4,593,816 375,882	2,398,466 1,399,336
Total income tax expense	4,969,698	3,797,802

Income tax rate used for 2017 is 20% (2016: 20%).

The effective tax rate for 2017 is 19% (2016: 20%). There was no significant transaction being income not subject to tax and expense not deductible for tax purpose.

## 34. Tax effect from other comprehensive income

					Unit: The	usand Baht
		2017			2016	
	Before tax	Tax benefit (expense)	Net of tax	Before tax	Tax benefit (expense)	Net of tax
Unrealised gain (loss) from available-for-sale securities Remeasurements of post-	47,300,224	(9,460,045)	37,840,179	10,335,664	(2,067,133)	8,268,531
employment benefit obligations	23,129	(4,626)	18,503	(544,711)	108,942	(435,769)
Total	47,323,353	(9,464,671)	37,858,682	9,790,953	(1,958,191)	7,832,762

## 35. Related party transactions

Enterprises and individuals that directly, or indirectly through one or more intermediaries, control, or are controlled by, or are under common control with, the Branch, including holding companies and fellow subsidiaries are related parties of the Branch. Key management personnel including officers of the Branch and close members of the family of these individuals and companies associated with these individuals also constitute related parties.

The following significant transactions were carried out with related parties and affiliated companies within AIA Group.

## (a) Statements of comprehensive income

	2017 Thousand Baht	2016 Thousand Baht
Head office		
Operating expenses	705,233	887,876
Affiliated companies		
Premiums ceded to reinsurers	1,445,881	806,647
Fee and commission income	106,163	138,866
Net investment income	27,783	28,812
Other income	4,764	1,500
Benefit and claim paid recovered from		
reinsurers	575,405	201,827
Other underwriting expenses	30,316	31,913
Operating expenses	841,047	775,430

## (b) Statement of financial positions

	2017 Thousand Baht	2016 Thousand Baht
Head office		
Profit remittances to Head Office	15,510,000	12,750,000
Other liabilities	673,413	834,388
Affiliated companies		
Reinsurance assets	31,494	26,966
Amount due from reinsurance	439	199
Investment in associates	171,500	171,500
Other assets	520,106	535,192
Amount due to reinsurance	82,336	21,290
Other liabilities	88,858	72,026

## 35. Related party transactions (Cont'd)

## (c) Key management compensations

Key management compensations are as follows:

	2017 Thousand Baht	2016 Thousand Baht
Salary and other short-term employee benefits	233,482	175,152
Severance payment	80,551	-
Post-employment benefits	22,641	11,653
Share-based payment	38,913	38,913
Total	375,587	225,718

## 36. Contingent liabilities and commitments

The Branch has payment obligations for operating leases for land and offices as follows:

	2017 Thousand Baht	2016 Thousand Baht
Not later than 1 year	248,329	300,885
Later than 1 year but not later than 5 years	198,519	87,921
Total	446,848	388,806

As at 31 December 2017, the Branch has contractual commitment from contract for investment property projects with amount at maximum Baht 292 million (As at 31 December 2016: at maximum Baht 325 million).